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Automotive News

November 15, 1982

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Possible Toyota deal appears overshadowed

GM to build 300,000 Isuzu cars a year in U.S.

By John Hartley
Staff Correspondent

TOKYO.—Under terms of an agreement reached here, General Motors will build the Isuzu R-car in a Midwest U. S. plant at the rate of 300,000 a year.

The cars would be in addition to the 200,000 a year which Isuzu will produce in Japan for sale in the U. S. by GM, starting in 1984-85.

The Isuzu-GM deal must cast serious doubt on a proposed agreement between Toyota and GM. Those talks have dragged on much longer than expected.

With the sort of volume anticipated in the deal with Isuzu, GM apparently would no longer be interested in a joint venture with Toyota to build a version of the new Corolla in the U. S.

GM already has an agreement with Suzuki for the latter to supply GM with about 100,000 minicars with 1-liter engines.

• Reason for the moves to acquire some 600,000 Japanese minicars a year reportedly is GM's market research which indicates that the market for 1-to-1.5-liter cars in the U. S. is going to be much bigger than had been expected earlier.

It is understood that GM expects to be able to sell 800,000 units of this size annually at first, with growth to one million a year by the end of the decade.

The gap between the Japanese supply and the market demand apparently would be filled by domestically-designed and produced GM minicars.

The Isuzu R-car (called the ST-car in some quarters) has engines of 1.3 and 1.5 liters. It is a hatchback with an overall length of about 156 inches.

The initial version is a two-box design, for which Isuzu is now tooling up. Isuzu is building a new engine plant on Hokkaido, the northernmost island of Japan, and is re-equipping its plants near Tokyo to manufacture the transaxles and bodies.

An Isuzu source said the company felt obligated to agree to the GM deal because of its need to generate cash flow.

In addition to the cars it will build in Japan for sale in the U. S., Isuzu will build engines and transaxles for cars built in the U. S. This, along with a license fee from GM, should supply Isuzu with approximately $400 million annually.

(In the U. S., GM described the report as "speculative.")

But 1,267 domestic outlets fold during model year

20,821 dealers hang on

By John K. Teahen Jr.
Managing Editor

Another year of depressed sales resulted in another year of heavy losses for the domestic new-car dealer population.

The latest AUTOMOTIVE NEWS census finds that 1,267 dealerships departed from the ranks during the 1982 model year. It was the second-largest decline in the 20 years that this newspaper has been compiling model-year statistics. The worst was 1980, with a dip of 1,643 outlets.

The drop of 1,267 for '82 compares with a heavy, but much less severe, downturn of 758 in the 1981 model year.

On Oct. 1 of this year, there were 20,821 dealerships handling cars manufactured by the five major domestic makers. This compares with 22,088 establishments in operation on Oct. 1, 1981.

(Volkswagen is included in the figures for each year. Renault is not included since Renault dealers did not begin handling U. S.-built cars until the beginning of the '83 model year.)

Each of the five manufacturers contributed to the loss in the '82 model year, but General Motors and Ford Motor Co. were the hardest hit.

GM's car-dealer total declined by 575 during the period, and Ford's was down by 266. There were dips of 117 for American Motors, 111 for Chrysler Corp. and 61 for Volkswagen.

That's a total of 1,130. An increase in the number of intercorporate duals hiked the industry's net loss to 1,267.

All figures in this article and in the accompanying tables refer to the net change in the dealership population, both for the individual corporations and car lines and for the domestic industry as a whole.

• Looking only at the 1982 calendar year, the current total of 20,821 dealerships is down 859 from 21,680 at the beginning of this year.

The third quarter was the roughest of the calendar year with a drop of 303 outlets. It followed dips of 276 in the first quarter and 280 in the second. (The fourth-quarter slip last year was 408, bringing the model-year total to 1,267.)

As noted, Volkswagen is included in the domestic dealer count. Without VW, the total would have dipped below 20,000. The combined tally for AMC, Chrysler Corp., Ford Motor and GM was 19,984 on Oct. 1.

Turning to franchise figures, the 1982 model year was quite satisfying for three Chrysler Corp. makes and for Lincoln, but there were declines for the other entries.

Dodge showed a gain of 28 franchises for the period; Plymouth was up 26; Imperial was up 14 and Lincoln was up 2.

Chrysler had the slimmest loss, a dip of 15 franchises. Elsewhere, there were drops of 30 for Cadillac, 65 for Buick, 75 for Oldsmobile, 82 for Mercury and 135 for Pontiac. The biggest losses were suffered by Ford,

Continued on Page 7, Col. 4

Domestic-car stockpile holds steady at 69 days

By Richard A. Wright
Assistant Managing Editor

The domestic new-car inventory held steady at a 69-day supply Nov. 1, unchanged from Oct. 1, but well below the 81½-day stockpile of a year earlier.

The domestic new-car inventory totaled 1,295,704 Nov. 1, down from 1,350,366 a month earlier. The days-supply figure remained the same despite the lower unit count because of a corresponding drop in the sales rate. A year ago, the industry had 1,480,768 new cars on hand.

Table on Page 7.

While the domestic inventory was holding steady, the stockpile of new imported cars in the U. S. rose during October to 365,467 on Nov. 1, a 56-day supply, compared with 354,500 a month earlier, a 48½-day stock.

Chrysler Corp. trimmed its supply during the month, while General Motors' was unchanged. Ford Motor Co. and Volkswagen of America saw their days-supply figures rise while unit counts fell. American Motors' supply figure rose, and it was the only corporate maker to increase its unit count as well.

• GM's stockpile held at 69 days. Its J-body, X-body and A-body front-drive cars were still in heavy supply, with the older-fashioned rear-drive cars (which were formerly A bodies and now designated G) in relatively lean supply.

Ford Motor Co. opened November with a 71-day supply, up from 67 days a month earlier. Ford's stockpile was heaviest in small cars, lightest in big cars.

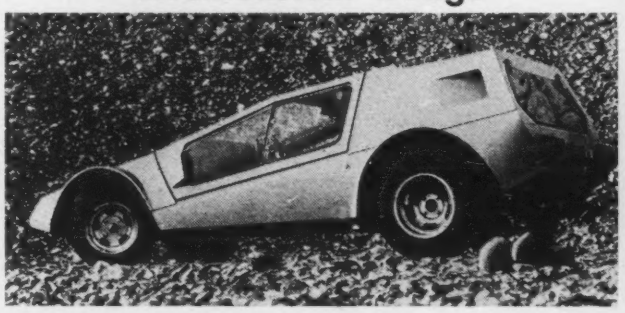
Chrysler Corp. had a 64-day supply Nov. 1, down from an 85-day stock a month earlier. Chrysler had relatively good balance between the various market segments

AMC boosted its inventory to an 80-day supply Nov. 1, up from 71 days a month earlier. Its Alliance continued the sales pace it set in its first month and was in just about ideal supply, while other lines were heavy.

VWoA trimmed its unit count, but a lower sales rate pushed

Continued on Page 7, Col. 1

Liechtenstein wedge



The unusual Saphier

Liechtenstein is better known—if at all—for its scenery than its auto industry, but the Saphier, a wedge-shaped coupe, is made in that tiny principality between Switzerland and Austria. The car has a fiberglass body and can be outfitted with two or three seats. The whole middle is lifted for entry. Some are built on Volkswagen Beetle chassis and some on their own chassis with a midship-placed Rabbit engine.

breaking news

IH reups concessions on debts

CHICAGO.—International Harvester Co. said it has received commitments to $54.5 million in concessions from suppliers. That easing of debt pressure means the company can make a $150 million trade of debt for equity. Some of the concessions are verbal and must be written before the plan proceeds, however. IH said at a press conference it will lose only "a couple of tenths of a point" in heavy-truck market share this year and "a point at most" in mediums.

Low-interest financing sparks GM sales

DETROIT.—Low-interest financing programs are really churning up domestic auto sales. Chevrolet, for example, is expected to be up more than 31 percent for Nov. 1-10 over Oct. 21-30 and General Motors to be up more than 21 percent for the same period. Chevrolet, Pontiac and Buick, with the most '82s, are cashing in on the program more heavily than Oldsmobile or Cadillac.

Ford delays '83 programs

DEARBORN. — Job One dates for Ford Thunderbird/Mercury Cougar and Ford Tempo/Mercury Topaz have been delayed. T-Bird/Cougar output has been pushed from Nov. 29 to January. Tempo/Topaz has moved to late March.

Majerus to head Democratic site committee

WASHINGTON. — UAW Secretary-Treasurer Raymond Majerus has been named chairman of the committee which will select the site for the Democratic Convention in 1984. Detroit is in the running to host that event.

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Cooperation allowed on emission controls

Smog decree eased; to expire in 5 years

By Matt DeLorenzo
Los Angeles Reporter

LOS ANGELES. — A 13-year-old consent decree that banned U. S. auto makers from jointly developing emission - control technology, has been amended to allow such activity, and the decree itself will be permitted to expire in five years, on the orders of a U. S. District Court judge here.

According to the order signed by Senior Judge Jesse W. Curtis, "The modified final judgment would eventually bring to an end nearly two decades of regulation by the court regarding the defendants' development, manufacture and installation of motor vehicle emission-control devices."

The decree grew out of an antitrust suit filed in Los Angeles in 1969. It had charged General Motors, Ford Motor Co., Chrysler Corp., American Motors and their trade association (now the MVMA) with conspiring to delay installation of emission-control devices and stalling the development of such systems for 14 years.

One provision vacated by Curtis had prohibited the sharing of confidential company information from applied emission-control research.

Also vacated was the prohibition against joint filing of statements with government agencies promulgating emission-control or safety standards.

• As a result, Curtis' order holds that the defendants may now cross-license after-acquired patents, publicize R&D efforts, jointly assess third-party patent rights and license patent rights on a most - favored - purchaser basis. Makers must, however, file copies of such agreements with the U. S. for review.

The U. S. could then challenge any such agreement under antitrust laws or under the remaining injunctive provisions of the decree.

These broadly prohibit any agreement that limits, restrains or prevents the development, manufacture, installation or sale of vehicular emission-control devices.

Ironically, the same court vacated the consent decree three years ago when the Carter Administration sought to have the provisions of the decree extended.

On appeal, a higher court extended the provisions and set aside the lower court's ruling pending a wide-ranging hearing on the merits of the case.

Under the Reagan Administration, the Justice Department told the court it saw no need for an extension of the provisions. It thus opened the door for the district court to vacate some provisions of the decree and allowing it to eventually expire.

The move was opposed by the California Air Resources Board (CARB), the Center for Auto Safety (CAS) and Los Angeles County Supervisor Kenneth Hahn.

Curtis noted these parties' objections raised the same arguments that existed when the decree was issued in 1969 and offered no new evidence that the restrictions should continue.

"The objectors, however, fail to give proper recognition to the vastly different environment in which the automobile industry finds itself today as compared with 1969," Curtis wrote.

"In 1969, it was perceived that the solution to pollution could best be found by manufacturers pursuing independent R&D programs; whereas today it is apparent the problems of air pollution and the efficient use fuels is beyond the ability of any single manufacturer, technologically or financially," Curtis explained.

"Although there have been advances made in these areas during the time the judgment was in effect, these have more probably been the result of the technology developed by foreign manufacturers and the efforts of domestic manufacturers attempting to match the performance of foreign cars."

• The judge pointed out that foreign manufacturers are free from restraints such as those imposed by the decree and collaborate freely with one another through mergers, joint ventures and licensing agreements.

Curtis said he feels that has given the foreign companies "a substantial competitive advantage which the defendants have denied by this decree."

Curtis said that in the highly competitive environment of the U. S. market in which imports play an important role, there is little likelihood that the U. S. car makers could engage in the kind of anticompetitive behavior the government sought to prevent with the decree.

He added that the U. S. manufacturers are still open to antitrust proceedings if they do engage in anticompetitive practices and that the penalties are stiffer now than they were in 1969. Sherman Act violations have been elevated from misdemeanor to felony status and the maximum fines increased from $50,000 to $1 million.

"Additionally, in the last 12 years, there has been an increasing recognition on the part of the public that in many instances industry has been stifled by excessive government regulations and government agencies have been urged to re-examine their procedures and deregulate those instances where the regulations are unnecessary," Curtis said.

"In my view, the expired injunctive provisions of the original decree come clearly within the characterization of those regulations which are not only unnecessary, but which are unduly restrictive and are inappropriate in today's world."

Lennox named chief executive at Harvester

CHICAGO. — Donald D. Lennox, International Harvester president, was named last week to the additional post of chief executive officer, effective Dec. 1. He will succeed Louis W. Menk as chief executive. Menk will continue as board chairman and Executive Committee chairman.

Lennox relinquished the post of chief operating officer. The company has not announced its plans for this position.

At a special session, directors also authorized immediate implementation of previously announced securities offerings providing for conversion of up to $350 million of interest and debt principal into equity by Harvester lenders.

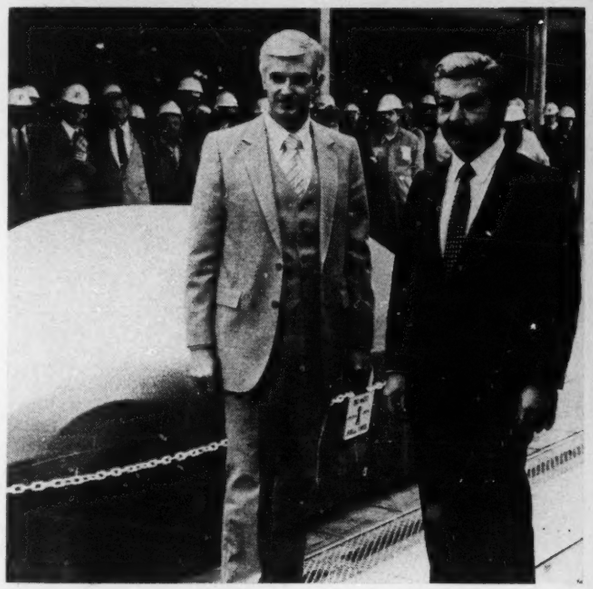
Menk said his own agenda as CEO has been completed, and he called Lennox "well equipped to tackle the remaining problems confronting the company."

Menk added that he and William G. Karnes, who continues as Finance Committee chairman, "will devote as much time as may be required to the activities of International Harvester. We will be available to assist Mr. Lennox and his management team on major policy questions as they arise."

Gallen loses 3rd-term bid as governor of N. H.

CONCORD, N. H.—Hugh Gallen, a former Chevrolet dealer in Littleton, was defeated in his bid for a third term as New Hampshire governor.

Gallen lost to Republican John H. Sununu, 43, an engineering professor.



'P' nuts

Pontiac Division announced last week it would name its P-car the "Fiero." Posing in front of a covered Fiero prototype are John Schinella, left, chief designer—Pontiac Exterior Studio II, and Hulki Aldikacti, P-car project manager. The mid-engined Fiero will bow next fall as a '84 model.

Pontiac unveils P-car, names 2-seater 'Fiero'

By Jim Plegue
Staff Writer

PONTIAC, Mich. — "Fiero" is the name chosen by Pontiac Division for its P-car, the sporty mid-engine model which goes into production at the division's home plant here in July and will debut next fall as an '84 model.

Fiero is an Italian name which means "very proud," according to Pontiac, and was originally used on one of the division's show cars in 1968. On the P-car, Fiero will be followed by a designator, "2M4," which means 2-seat, mid-engine, 4-cylinder. The "designator" will change with optional powertrains.

The Pontiac home plant, over 50 years old, has been undergoing renovation since early August for production of the P-car, according to Ernest Schaefer, plant manager. The work is on schedule, and about 35 percent complete, he said.

Pilot production will begin Feb. 21, Schaefer said. Job One is set for July 18. Plant capacity is about 30 cars per hour on two shifts.

Pontiac officials have said they hope to sell 110,000 or more Fiero models per year.

Employes will begin reporting to the plant in January, with employment scheduled to hit 750 in June and 2,400 at start-up.

• While the Fiero name was kept secret, the P-car project itself has been one of the worst-kept secrets in the automotive community.

Its unique design (small two-seater with fiberglass body and powertrain mounted amidships), its unusual origins (it has been and remains a Pontiac exclusive, though sources now say Chevrolet has been testing its own version for the future), and its struggle to make it to the marketplace (by some accounts, GM corporate brass shelved the "P" program on at least four occasions) received plenty of publicity.

The $250 million Fiero — nee P-car — program finally received the corporate nod last spring.

Standard Fiero powertrain will be the Pontiac-built 2.5-liter four-cylinder engine, mounted over and slightly ahead of the rear wheels, driving the rear wheels through a four-speed transmission. Suspension will be independent at all corners — a Chevette-derived system up front and a strut-type system in the rear.

Pontiac officials, while not wanting to discuss the car's details, did acknowledge that more than one version of the Fiero is being considered. A sporty model, with aerodynamic enhancement, i.e., air dam or spoilers, is planned.

Sources inside Pontiac said the division is considering either a turbocharged version of the 2.5-liter engine or use of Chevy's 60-degree 2.8-liter V-6 as an option in the car. Use of the V-6 for example, would change the Fiero's designator to something like "2M6" or "2MV6."

Target price for the 1984 Fiero is said to be just under $10,000. It will compete against Fiat's X 1/9 and similar entries from Japan.

Pontiac unveiled the Fiero

Continued on Page 42, Col. 3

'Very proud'

Pontiac has named its '84-model P-car the "Fiero" (pronounced Fee-air-o), which means "very proud" in Italian. The designation "2M4" means 2-seat, mid-engine, 4-cylinder.

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58th year — No. 4941

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Topless Celica by Matrix 3

Matrix 3, Costa Mesa, Calif., has introduced this convertible conversion for the 1983 Celica. The electrically operated top can be lowered in 30 seconds, Matrix said. Leather seat packages are also available for the Celica through Matrix 3.

Nov. 1 inventory totals 1.2 million

U. S.-car stockpile holds to 69 days

Continued from Page 1

up its days-supply level from 53 days to 72 days.

The Nov. 1 domestic inventory was divided this way: GM, 60.63 percent; Ford Motor Co., 22.31 percent; Chrysler Corp., 12.59 percent; AMC, 3.03 percent, and VWoA, 1.44 percent.

A month earlier, the domestic inventory was divided as follows: GM, 61.64 percent; Ford Motor Co., 21.80 percent; Chrysler Corp., 12.54 percent; AMC, 2.60 percent, and VWoA, 1.42 percent.

• By size class, days supply figures ranged inversely by the size of the cars, as follows: Subcompact, 84 days; compact, 79 days; intermediate, 69 days; standard, 57 days, and luxury, 49 days.

The Nov. 1 inventory was divided this way by market segment: Subcompact, 19.84 percent; compact, 23.57 percent; intermediate, 35.71 percent; standard, 14.66 percent, and luxury, 6.22 percent.

The Nov. 1 days-supply figures by market class were:

Subcompact — Alliance, 58; Horizon, 58; Turismo, 59½; Charger, 64; Eagle SX/4, 65; Omni, 65; Rabbit, 72; Escort, 83; Chevette, 91; Lynx, 101; Pontiac 1000, 139; Spirit, 163; EXP, 164, and LN7, 201.

Compact — Zephyr, 36; Fairmont, 52; Reliant, 56; Aries, 60; LeBaron, 71; Mustang, 72; Cimarron, 86; Cavalier, 91; Capri, 95; Camaro, 95; Dodge 400, 108; Firenza, 113; Pontiac 2000, 115; Skyhawk, 124, and Firebird, 134.

Intermediate — Cutlass coupe, 39; Thunderbird, 42; Cougar XR7, 42; Cutlass four-door, 45; Bonneville, 48; Chrysler E-Type, 51; Marquis, 51; Cougar, 52; Regal four-door, 54; Grand Prix, 58; Malibu, 60; Ciera, 64; LTD, 71; Monte Carlo, 73; Omega, 74; Dodge 600, 77; Skylark, 77; Regal coupe, 77; Granada, 79; Century, 85; Citation, 101; Celebrity, 101; Eagle, 106½; Pontiac 6000, 111; Concord, 119, and Phoenix, 122.

Standard — Olds 88, 37; LeSabre, 46; Olds 98, 52; Diplomat, 55; Electra, 60; Grand Marquis, 62; Fifth Avenue, 68; Chevrolet, 68; Crown Victoria, 70; Cordoba, 71½, and Gran Fury, 74.

Luxury — Cadillac, 37; Lincoln, 41; Eldorado, 41; Continental, 43; Seville, 45; Toronado, 54; Mark VI, 59; Riviera, 63; Imperial, 107½, and Corvette, 160.

NEW-CAR STOCKS

	Nov. 1, 1982	Oct. 1, 1982	Nov. 1, 1981
Alliance	58	42	—
Spirit	163	161	138½
Concord	119	98	75
Eagle	106½	98	80
Eagle SX/4	65	95	108
AMERICAN MOTORS	80	71	87
Horizon	58	71	130½
Turismo/TC3	59½	65½	112
Reliant	56	66	62
Gran Fury	74	58	—
Plymouth	58	66	80
LeBaron	71	68	187
Cordoba	71½	57	80
E Type	51	—	—
Fifth Ave.	68	63	43
Chrysler	66	76	120
Imperial	107½	193	161
Omni	65	77	149
Charger/024	64	71½	102
Aries	60	82	73
Dodge 400	108	105	87
Dodge 600	77	—	—
Diplomat	55	75	75
Mirada	106	72	103½
Dodge	68	87	96
CHRYSLER CORP.	64	77	91
Escort	83	70	105
EXP	164	113½	134
Mustang	72	93	88
Fairmont	52	58½	88
LTD	71	—	—
Granada	79	88	75
Thunderbird	42	38	104
Crown Victoria	70	67	81
Ford	74	72	95
Lynx	101	67½	99
LN7	201	129	153
Capri	95	121	99
Zephyr	36	30	82
Marquis	51	—	—
Cougar	52	48	54
Cougar/XR-7	42	29	115
Grand Marquis	62	48	65
Mercury	71	59	87
Lincoln	41	39	49
Continental	43	41½	70
Mark VI	59	70	59
Lincoln	47	48	57
FORD MOTOR CO.	71	67	91
Skyhawk	124	63½	—
Skylark	77	73	77
Century	85	69½	—
Regal 4-door	77	59	65
Regal 2-door	54	58	74
LeSabre	46	50	57
Electra	60	63	71
Riviera	63	76	58½
Buick	68	63	71
Cimarron	86	83	98
Seville	45	42	73
Cadillac	37	43	48½
Eldorado	41	55	47
Cadillac	41	47	56
Chevette	91	57	116
Cavalier	91	54	77
Citation	101	101	109
Camaro	95	82	79
Malibu	60	69	74
Celebrity	101	87	—
Monte Carlo	73	81½	82
Chevrolet	68	76	80
Corvette	160	151	84
Chevrolet	86	75	91
Firenza	113	66½	—
Omega	74	74	70
Ciera	64	77	—
Cutlass 4-door	45	55	64
Cutlass 2-door	39	65	48½
Olds 88	37	38	42
Olds 98	52	61	59
Toronado	54	65	53
Oldsmobile	50½	60	59
1000	139	87	164
2000	115	67	79
Phoenix	122	130	111
Firebird	134	131	82
Bonneville	48	62½	80
6000	111	107	—
Grand Prix	58	70	74
Pontiac	97	91	92
GEN. MOTORS	69	69	71
VOLKSWAGEN	72	53	66
TOTAL	69	69	81½

Alliance sets the pace

The Renault Alliance paced the 16,000 runners along the 26-mile course of the New York City Marathon. After the run, the 600 marathoners from France autographed the car. It was shipped to Paris for display.

California dealer Mardikian fined in sale of exotic car

By Matt DeLorenzo
Los Angeles Reporter

LOS ANGELES. — Albert Mardikian, owner of Trend Imports, a Newport Beach-based exotic car dealership, was found in contempt of a preliminary injunction barring him from selling new, uncertified exotic cars in California. He was fined $1,000.

Judge Leon Savitch found Mardikian guilty of five of the seven counts contained in a complaint filed by the state.

Three of those counts charged Trend with attempting to sell new, uncertified cars and two counts charged the firm with actually selling a new Mercedes 500-SEL and submitting documents to the state representing the car as used.

Mardikian was found not guilty on two counts of misleading advertising for distributing brochures last spring at L.A. Auto Expo that depicted cars that cannot be sold legally in California as new.

The injunction that Mardikian was found to have violated is part of a pending civil suit filed by the state seeking $310,000 in damages from Trend for allegedly selling exotic imported cars that do not meet California emission and registration requirements.

Under California law, a car with less than 7,500 miles is considered new and must be certified by the manufacturer as meeting California emission standards. Cars with more than 7,500 miles may be sold as used as long as they comply with the smog requirements.

The state charged that Trend, on three occasions, attempted to sell new, uncertified cars to government agents posing as prospective buyers.

Attorneys for Mardikian admitted as much, but contended that Trend had taken remedial action by discharging the salesman responsible and posting signs at the dealership saying that new exotics are not for sale in California. Judge Savitch found Mardikian guilty on those counts, but didn't impose a fine in light of the remedial actions.

Mardikian was fined $500 each on two counts of selling a new Mercedes 500-SEL. According to Deputy Atty. Gen. Susan Durbin, the car was sold and registered with the state on March 16.

An odometer statement filed listed the vehicle's mileage as 14,321 kilometers (8,879 miles). Durbin said the car was serviced 15 days later at a Mercedes-Benz dealership and the vehicle's odometer registered only 1,000 kilometers. The dealership's service manager, William Lawson, testified that the car appeared to be new.

Order more '82s or be terminated, Fiat tells dealers

Continued from Page 2

company may be preparing to "self-destruct."

There have been persistent rumors of Fiat disbanding its current set-up and turning the operation over to a distributor.

Brown said he wasn't privy to future organizational changes, and couldn't comment on them.

Fiat has 2,500 '82 cars still in port, plus those in dealers' inventory, which it has to work off.

Brown declined to put this into a days' supply number, saying days' supply would depend on the future rate of sales travel. But AUTOMOTIVE NEWS estimates the total inventory at a 255-day supply.

Fiat has been trying to promote sales through a co-op dealer advertising program, plus factory radio or newspaper in major markets and ads in buff books.

New Volvo outlet

WHITTIER, Calif. — Scandia Auto Imports is a new Volvo dealership.

Domestic dealer population drops 1,267 in model year

Continued from Page 1

down 232, and Chevrolet, down 290.

Since VW and AMC have only one make of domestic cars, their franchise losses were the same as their dealership losses —61 for VW and 117 for AMC.

• AMC had 1,475 dealers on Oct. 1, down from 1,592 a year earlier. It was AMC's heaviest model-year loss since 1971 and compared with a dip of 60 in the 1981 season.

AMC has about 735 duals with Big Three makes and 35 more with Volkswagen.

The VW dealer total slipped from 1,010 to 949 during the 1982 model year. VW has 116 duals with other U. S. makes, an estimated 77 of them with the Big Three.

Chrysler Corp.'s car-dealer total of 3,629 is down 111 from 3,740 in October of last year. The loss was lighter than the 131 outlets that faded in the 1981 model year, and it was the company's smallest dip since 1978.

Franchise totals for the four car lines on Oct. 1 were Chrysler, 2,644; Plymouth, 2,562; Dodge, 2,473, and Imperial, 430.

In addition to its 3,629 car dealers, Chrysler Corp. has eight that handle only Dodge trucks. They are not included in the corporation's car-dealer total or in the Dodge car-franchise total.

At Ford Motor Co., the Oct. 1 car-dealer total was 5,454, down 266 from 5,720 a year ago. In the 1981 model year, Ford's decline was 282.

Latest franchise totals are Ford, 4,630; Mercury, 2,585, and Lincoln, 1,473.

Ford Motor has 98 outlets that handle only Ford heavy-duty trucks. They are not included in the company car-dealer total or in Ford Division's car-franchise total.

The current census shows 10,230 car dealerships for GM, a decline of 575 from the 10,805 in business at the beginning of the 1982 model year. The dip compares with a loss of 330 in the 1981 season.

Franchise totals on Oct. 1 were: Chevrolet, 5,220; Oldsmobile, 3,135; Pontiac, 2,940; Buick, 2,905, and Cadillac, 1,575.

As mentioned above, the nine-month decline for the domestic industry was 859 outlets. It was shared this way: GM, 425; Ford Motor, 231; AMC, 72; VW, 57, and Chrysler Corp., 55. That total of 840 becomes 859 after allowing for the change in the number of intercorporate duals.

The third quarter resulted in dips of 140 for GM, 73 for Ford Motor, 36 for Chrysler Corp., 35 for AMC and 18 for VW. That's a total of 302. A change in the number of intercorporate duals made it 303.

They'll share building

SIOUX FALLS, S. D. — The South Dakota Automobile Dealers Assn. and the South Dakota Trucking Assn. are constructing a $300,000 building to house the offices of the two groups.

FRANCHISE TOTALS

	Oct. 1, 1982	Oct. 1, 1981
AMERICAN MOTORS	1,475	1,592
CHRYSLER CORP.		
Chrysler	2,644	2,659
Dodge	2,473	2,445
Imperial	430	416
Plymouth	2,562	2,536
FORD COTOR CO.		
Ford	4,630	4,862
Lincoln	1,473	1,471
Mercury	2,585	2,667
GENERAL MOTORS		
Buick	2,905	2,970
Cadillac	1,575	1,605
Chevrolet	5,220	5,510
Oldsmobile	3,135	3,210
Pontiac	2,940	3,075
VOLKSWAGEN	949	1,010

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U. S. CAR OUTLETS

	Oct. 1, 1982	Oct. 1, 1981
American Motors	1,475	1,592
Chrysler Corp.	3,629	3,740
Ford Motor Co.	5,454	5,720
General Motors	10,230	10,805
Volkswagen	949	1,010
TOTALS	21,737	22,867
Minus Intercorp. duals	916	779
NET OUTLETS	20,821	22,088

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49-state figures listed

EPA mileage ratings for 1983 models

TWO-SEATERS

Est. MPG		Engine CID/Cyl.	Trans.	Fuel Sys.
23	Alfa Romeo Spider Veloce 2000	120/4	M5	FI
21	Datsun 280-ZX	168/6	M5	FI
19	Datsun 280-ZX turbo	168/6	M5	FI
19	Datsun 280-ZX	168/6	A3	FI
19	Datsun 280-ZX turbo	168/6	A3	FI
11	Ferrari 308	179/8	M5	FI
25	Fiat Spider 2000	122/4	M5	FI
22	Fiat Spider 2000	122/4	A3	FI
26	Fiat X1/9	91/4	M5	FI
27	Ford EXP	98/4	A3	2
27	Mercury LN7	98/4	A3	2
20	Mazda RX-7	70/2	M5	4
19	Mazda RX-7	70/2	A3	4
18	Mercedes-Benz 380-SL	234/8	A4	FI

MINICOMPACTS

22	Alfa Romeo GTV-6	152/6	M5	FI
11	Ferrari Mondial	179/8	M5	FI
39	Honda Civic	81/4	M4	3
46	Honda Civic	81/4	M5	3
35	Honda Civic	91/4	M5	3
31	Honda Civic	91/4	A3	3
16	Porsche 911	183/6	M5	FI
22	Porsche 944	151/4	M5	FI
21	Porsche 944	151/4	A3	FI
33	Renault LeCar	85/4	M4	2
44	Toyota Starlet	79/4	M5	FI
29	VW Rabbit Convertible	105/4	M5	FI
25	VW Rabbit Convertible	105/4	A3	FI

SUBCOMPACTS

21	AMC Spirit	258/6	M4	2
21	AMC Spirit	258/6	M5	2
21	AMC Spirit	258/6	A3	2
17	Audi Quattro (turbo)	131/5	M5	FI
39	4000 Diesel	97/4	M5	FI
38	4000 Turbodiesel	97/4	M5	FI
34	4000 Turbodiesel	97/4	A3	FI
31	4000 Turbodiesel	105/4	M5	FI
24	4000/Coupe	105/4	A3	FI
24	4000/Coupe	131/5	M5	FI
20	4000/Coupe	131/5	A3	FI
25	BMW 320i	108/4	M5	FI
27	BMW 320i	108/4	A3	FI
19	BMW 633-CSi	196/6	M5	FI
18	BMW 633CSi	196/6	A3	FI
26	Chevrolet Camaro	151/4	M5	FI
16	Chevrolet Camaro	305/8	A4	FI
31	Chevrolet Chevette	98/8	M5	2
28	Chevrolet Chevette	98/4	A3	2
37	Chevrolet Chevette (diesel)	111/4	A3	FI
27	Chrysler LeBaron Convertible	135/4	A3	2
22	Chrysler LeBaron Convertible	156/4	A3	2
40	Nissan Sentra	91/4	M4	2
35	Nissan Sentra	98/4	M4	2
35	Nissan Sentra	98/4	M5	2
31	Nissan Sentra	98/4	A3	2
48	Nissan Sentra Diesel	103/4	M4	FI
44	Nissan Sentra Diesel	103/4	M5	FI
40	Nissan Sentra Diesel	103/4	A3	FI
35	Nissan Pulsar	98/4	M5	2
31	Nissan Pulsar	98/4	A3	2
27	Datsun 200-SX	133/4	M5	FI
25	Datsun 200-SX	133/4	A3	FI
20	Datsun 280-ZX	168/6	M5	FI
19	Datsun 280-ZX Turbo	168/6	M5	FI
18	Datsun 280-ZX	168/6	A3	FI
18	Datsun 280-ZX Turbo	168/6	A3	FI
23	Datsun 810	146/6	M5	FI
23	Datsun 810	146/6	A4	FI
30	Datsun 810 Diesel	170/6	M5	FI
28	Datsun 810 Diesel	170/6	A4	FI
24	Dodge Challenger	156/4	M5	2
23	Dodge Challenger	156/4	A3	2
34	Dodge Charger	97/4	M4	2
32	Dodge Charger	105/4	M4	2
29	Dodge Charger	135/4	M4	2
28	Dodge Charger	135/4	M5	2
27	Dodge Charger	135/4	A3	2
39	Dodge Colt	86/4	M4	2
35	Dodge Colt	86/4	4x2	2
32	Dodge Colt	98/4	4x2	2
30	Dodge Colt	98/4	A3	2
27	Dodge 400 Convertible	135/4	A3	2
22	Dodge 400 Convertible	156/4	A3	2
26	Ford Mustang	140/4	M4	1
22	Ford Mustang	140/4	M5	1
21	Ford Mustang	140/4	A3	1
20	Ford Mustang	231/6	A3	2
32	Honda Accord	107/4	M5	3
29	Honda Accord	107/4	A4	3
27	Isuzu I-Mark	111/4	M5	2
26	Isuzu I-Mark	111/4	A3	2
44	Isuzu I-Mark Diesel	111/4	M4	FI
39	Isuzu I-Mark Diesel	111/4	M5	FI
34	Isuzu I-Mark Diesel	111/4	A3	FI
17	Jaguar XJ	258/6	A3	FI
14	Jaguar XJS	326/12	A3	FI
26	Mercury Capri	140/4	M4	1
22	Mercury Capri	140/4	M5	1
21	Mercury Capri	140/4	A3	1
20	Mercury Capri	231/6	A3	2
34	Mazda GLC	91/4	M4	2
36	Mazda GLC	91/4	M5	2
31	Mazda GLC	91/4	A3	2
28	Mazda 626	122/4	M5	2
27	Mazda 626	122/4	A3	2
33	Mitsubishi Cordia	110/4	M5	2
27	Mitsubishi Cordia	110/4	4x2	2
27	Mitsubishi Cordia	110/4	A3	2
22	Mitsubishi Starion (Turbo)	156/4	M5	FI
33	Mitsubishi Tredia	110/4	M5	2
27	Mitsubishi Tredia	110/4	4x2	2
27	Mitsubishi Tredia	110/4	A3	2
39	Plymouth Colt	86/4	M4	2
35	Plymouth Colt	86/4	4x2	2
32	Plymouth Colt	98/4	4x2	2
30	Plymouth Colt	98/4	A3	2
24	Plymouth Sapporo	156/4	M5	2
23	Plymouth Sapporo	156/4	A3	2
34	Plymouth Turismo	97/4	M4	2
32	Plymouth Turismo	105/4	M4	2
29	Plymouth Turismo	135/4	M4	2
28	Plymouth Turismo	135/4	M5	2
28	Plymouth Turismo	135/4	A3	2
26	Pontiac Firebird	151/4	M5	FI
16	Pontiac Firebird	305/8	A4	FI
31	Pontiac 1000	98/4	M5	2
28	Pontiac 1000	98/4	A3	2
37	Pontiac 1000 Diesel	111/4	A3	FI
26	Renault Fuego Turbo	95/4	M5	FI
27	Renault Fuego	100/4	M5	FI
24	Renault Fuego	100/4	A3	FI
27	Renault 18i Sedan	100/4	M5	FI
24	Renault 18	100/4	A3	FI
9	Rolls-Royce Corniche	412/8	A3	FI
32	Subaru	97/4	M4	2
32	Subaru	97/4	M5	2
30	Subaru	109/4	M5	1
30	Subaru	109/4	M5	2
27	Subaru	109/4	A3	2
25	Toyota Celica	144/4	M5	2
26	Toyota Celica	144/4	M5	FI
26	Toyota Celica	144/4	A4	FI
21	Toyota Celica Supra	168/6	M5	FI
22	Toyota Celica Supra	168/6	A4	FI
36	Toyota Corolla	97/4	M4	2
33	Toyota Corolla	97/4	M5	2
31	Toyota Corolla	97/4	A3	2
32	Toyota Corolla	97/4	A4	2
21	Toyota Cressida	168/6	M5	FI
22	Toyota Cressida	168/6	A4	FI
39	Toyota Tercel	89/4	M4	2
34	Toyota Tercel	89/4	M5	2
32	Toyota Tercel	89/4	A3	2
42	VW Jetta Diesel	97/4	M5	FI
43	VW Jetta Turbodiesel	97/4	M5	FI
37	VW Jetta Diesel	97/4	A3	FI
36	VW Jetta Turbodiesel	97/4	A3	FI
30	VW Jetta	105/4	M5	FI
25	VW Jetta	105/4	A3	FI
48	VW Rabbit Diesel	97/4	M4	FI
50	VW Rabbit Diesel	97/4	S4	FI
43	VW Rabbit Diesel	97/4	M5	FI
43	VW Rabbit Turbodiesel	97/4	M5	FI
35	VW Rabbit Diesel	97/4	A3	FI
36	VW Rabbit Turbodiesel	97/4	A3	FI
32	32 VW Rabbit	105/4	M4	1
31	VW Rabbit	105/4	M4	FI
30	VW Rabbit	105/4	M5	FI
27	VW Rabbit	105/4	A3	FI
26	VW Rabbit	109/4	M5	FI
29	VW Scirocco	105/4	M5	FI
25	VW Scirocco	105/4	A3	FI

COMPACTS

21	AMC Concord	258/6	M4	2
21	AMC Concord	258/6	M5	2
21	AMC Concord	258/6	A3	2
28	Audi 5000 Turbodiesel	121/5	A3	FI
22	Audi 5000	131/5	M5	FI
22	Audi 5000	131/5	M5	FI
19	Audi 5000	131/5	A3	FI
19	Audi 5000	131/5	A3	FI
18	Audi 5000 Turbo	131/5	A3	FI
22	BMW 528e/533i	164/6	M5	FI
20	BMW 528e/533i	164/6	A3	FI
19	BMW 528e/533i	196/6	M5	FI
16	BMW 528e/533i	196/6	A3	FI
19	BMW 733i	196/6	M5	FI
18	BMW 733i	196/6	A3	FI
17	Buick Riviera Convertible	252/6	A4	4
16	Buick Riviera Convertible	307/8	A4	4
25	Buick Skyhawk	121/4	A3	FI
21	Buick Skylark	173/6	M4	2
22	Buick Skylark	173/6	A3	2
23	Cadillac Cimarron	121/4	M5	FI
23	Cadillac Cimarron	121/4	A3	FI
25	Chevrolet Cavalier	121/4	M5	FI
25	Chevrolet Cavalier	121/4	A3	FI
31	Nissan Stanza	120/4	M5	2
27	Nissan Stanza	120/4	A3	2
34	Dodge Omni	97/4	M4	2
32	Dodge Omni	105/4	M4	2
29	Dodge Omni	135/4	M4	2
28	Dodge Omni	135/4	M5	2
29	Dodge Omni	135/4	A3	2
33	Ford Escort	98/4	M4	2
27	Ford Escort	98/4	A3	2
21	Ford Thunderbird	231/6	A3	2
21	Mercury Cougar	231/6	A3	2
33	Mercury Lynx	98/4	M4	2
27	Mercury Lynx	98/4	A3	2
28	Mercedes-Benz 240-D	147/4	M4	FI
27	Mercedes-Benz 240-D	147/4	A4	FI
27	Mercedes-Benz 300-D/ 300-CD	183/5	A4	FI
27	Mercedes-Benz 300-SD	183/5	A4	FI
18	Mercedes-Benz 380-SEC	234/8	A4	FI
25	Oldsmobile Firenza	121/4	M5	FI
25	Oldsmobile Firenza	121/4	A3	FI
21	Oldsmobile Omega	173/6	M4	2
22	Oldsmobile Omega	173/6	A3	2
22	Peugeot 505	120/4	M5	FI
21	Peugeot 505	120/4	A3	FI
27	Peugeot 505 Diesel	141/4	M4	FI
28	Peugeot 505 Turbodiesel	141/4	M5	FI
26	Peugeot 505 Diesel	141/4	A3	FI
26	Peugeot 505 Turbodiesel	141/4	A3	FI
28	Peugeot 604 Turbodiesel	141/4	M5	FI
26	Peugeot 604 Turbodiesel	141/4	A3	FI
34	Plymouth Horizon	97/4	M4	2
32	Plymouth Horizon	105/4	M4	2
29	Plymouth Horizon	135/4	M4	2
28	Plymouth Horizon	135/4	M5	2
29	Plymouth Horizon	135/4	A3	2
31	Pontiac 2000	110/4	M5	FI
37	Renault Alliance	85/4	M4	FI
34	Renault Alliance	85/4	M5	FI
29	Renault Alliance	85/4	A3	FI
9	Rolls-Royce Camargue	412/8	A3	FI
23	Saab 900	121/4	M5	FI
21	Saab 900 Turbo	121/4	M5	FI
22	Saab 900	121/4	A3	FI
21	Saab 900 Turbo	121/4	A3	FI
41	VW Quantum Turbodiesel	97/4	M5	FI
32	VW Quantum Turbodiesel	97/4	A3	FI
29	VW Quantum	105/4	M5	FI
23	VW Quantum	105/4	A3	FI
20	Volvo GLT	130/4	M4	FI
20	Volvo GLT	130/4	A4	FI
25	Volvo DL/GL	141/4	M4	FI
23	Volvo DL/GL	141/4	A4	FI
29	Volvo DL/GL	145/6	M4	FI
27	Volvo DL/GL	145/6	A3	FI

MID-SIZE

20	Buick Century	181/6	A3	2
26	Buick Century Diesel	263/6	A3	FI
21	Buick Regal	231/6	A3	2
18	Buick Regal Turbo	231/6	A4	4
25	Buick Regal Diesel	263/6	A3	FI
23	Buick Regal Diesel	350/8	A3	FI
16	Buick Riviera Turbo	231/6	A4	4
17	Buick Riviera	252/6	A4	4
16	Buick Riviera	307/8	A4	4
21	Buick Riviera Diesel	350/8	A4	FI
17	Cadillac Eldorado	249/8	A4	FI
21	Cadillac Eldorado Diesel	350/8	A4	FI
17	Cadillac Seville	249/8	A4	FI
21	Cadillac Seville Diesel	350/8	A4	FI
22	Chevrolet Celebrity	173/6	A3	2
27	Chevrolet Celebrity Diesel	263/6	A3	FI
21	Chevrolet Citation	173/6	M4	2
22	Chevrolet Citation	173/6	A3	2
20	Chevrolet Malibu	229/6	A3	2
25	Chevrolet Malibu Diesel	263/6	A3	FI
18	Chevrolet Malibu	305/8	A3	4
23	Chevrolet Malibu Diesel	350/8	A3	FI
20	Chevrolet Monte Carlo	229/6	A3	2
25	Chevrolet Monte Carlo Diesel	263/6	A3	FI
18	Chevrolet Monte Carlo	305/8	A3	4
23	Chevrolet Monte Carlo Diesel	350/8	A3	FI
18	Chrysler Cordoba	225/6	A3	1
17	Chrysler Cordoba	318/8	A3	2
24	Chrysler E Class/ New Yorker	135/4	A3	2
22	Chrysler E Class/ New Yorker	156/4	A3	2
18	Chrysler Fifth Ave.	225/6	A3	1
17	Chrysler Fifth Ave.	318/8	A3	2
28	Chrysler LeBaron	135/4	M5	2
27	Chrysler LeBaron	135/4	A3	2
22	Chrysler LeBaron	156/4	A3	2
29	Dodge Aries	135/4	M4	2
28	Dodge Aries	135/4	M5	2
28	Dodge Aries	135/4	A3	2
24	Dodge Aries	156/4	A3	2
19	Dodge Diplomat	225/6	A3	1
17	Dodge Diplomat	318/6	A3	2
19	Dodge Mirada	225/6	A3	1
17	Dodge Mirada	318/6	A3	2
28	Dodge 400	135/4	M5	2
27	Dodge 400	135/4	A3	2
22	Dodge 400	156/4	A3	2
23	Dodge 600	135/4	M5	2
24	Dodge 600	135/4	A3	2
22	Dodge 600	156/4	A3	2
26	Ford Fairmont Futura	140/4	M4	1
21	Ford Fairmont Futura	140/4	A3	1
19	Ford Fairmont Futura	200/6	A3	1
20	Ford LTD	140/4	M4	1
21	Ford LTD	140/4	A3	1
21	Ford LTD	200/4	A3	1
16	Imperial	318/8	A3	FI
17	Lincoln Continental	302/8	A4	FI
26	Mercury Marquis	140/4	M4	1
21	Mercury Marquis	140/4	A3	1
20	Mercury Marquis	200/4	A3	1
26	Mercury Zephyr	140/4	M4	1
21	Mercury Zephyr	140/4	A3	1
19	Mercury Zephyr	200/6	A3	1
8	Maserati Quattroporte	301/8	A3	8
18	Mercedes-Benz 380-SEL	234/8	A4	FI
20	Oldsmobile Cutlass Ciera	181/6	A3	2
26	Olds Cutlass Ciera Diesel	263/6	A3	FI
21	Oldsmobile Cutlass Supreme	231/6	A3	2
25	Oldsmobile Cutlass Supreme Diesel	263/6	A3	FI
18	Oldsmobile Cutlass Supreme	307/8	A3	4
23	Oldsmobile Cutlass Supreme Diesel	350/8	A3	FI
17	Oldsmobile Toronado	252/6	A4	4
16	Oldsmobile Toronado	307/8	A4	4
22	Oldsmobile Toronado Diesel	350/8	A4	FI
19	Plymouth Gran Fury	225/6	A3	1
17	Plymouth Gran Fury	318/8	A3	2
29	Plymouth Reliant	135/4	M4	2
28	Plymouth Reliant	135/4	M5	2
28	Plymouth Reliant	135/4	A3	2
24	Plymouth Reliant	156/4	A3	2
21	Pontiac Bonneville	231/6	A3	2
18	Pontiac Bonneville	305/8	A3	4
23	Pontiac Bonneville Diesel	350/8	A3	FI
21	Pontiac Grand Prix	231/6	A3	2
18	Pontiac Grand Prix	305/8	A3	4
23	Pontiac Grand Prix Diesel	350/8	A3	FI
21	Pontiac Phoenix	173/6	M4	2
22	Pontiac Phoenix	173/6	A3	2
25	Pontiac 6000	151/4	A3	FI
22	Pontiac 6000	173/6	A3	2
28	Pontiac 6000 Diesel	263/6	A3	FI
10	Rolls-Royce Silver Spirit/ Silver Spur/Mulsanne	412/8	A3	FI
28	Volvo 760-GLE Turbodiesel	145/6	M4	FI
27	Volvo 760-GLE Turbodiesel	145/6	A3	FI
20	Volvo 760-GLE	174/6	A4	FI

LARGE CARS

18	Buick Electra	252/6	A4	4
16	Buick Electra	307/8	A4	4
22	Buick Electra Diesel	350/8	A4	FI
19	Buick LeSabre	231/6	A3	2
18	Buick LeSabre	252/6	A4	4
17	Buick LeSabre	307/8	A3	4
17	Buick LeSabre	307/8	A4	4
21	Buick LeSabre Diesel	350/8	A3	FI
22	Buick LeSabre Diesel	350/8	A4	FI
17	Cadillac deVille/ Brougham	249/8	A4	FI
22	Cadillac deVille/ Brougham Diesel	350/8	A4	FI
10	Cadillac Limousine	368/8-6-4	A3	FI
19	Chevrolet Impala/ Caprice	229/6	A3	2
17	Chevrolet Impala/ Caprice	305/8	A4	4
23	Chevrolet Impala/ Caprice Diesel	350/6	A3	FI
22	Chevrolet Impala/ Caprice Diesel	350/8	A4	FI
17	Ford LTD Crown Victoria	302/8	A4	FI
17	Mercury Grand Marquis	302/8	A4	FI
17	Lincoln Mark VI	302/8	A4	FI
17	Lincoln Town Car	302/8	A4	FI
19	Oldsmobile Delta 88	231/6	A3	2
17	Oldsmobile Delta 88	307/8	A3	4
17	Oldsmobile Delta 88	307/8	A4	4
23	Oldsmobile Delta 88 Diesel	350/8	A3	FI
22	Oldsmobile Delta 88 Diesel	350/8	A4	FI
18	Oldsmobile Ninety-Eight	252/6	A4	4
17	Oldsmobile Ninety-Eight	307/8	A4	4
22	Oldsmobile Ninety-Eight Diesel	350/8	A4	FI

SMALL STATION WAGONS

21	AMC Concord	258/6	M4	2
21	AMC Concord	258/6	M5	2
21	AMC Concord	258/6	A3	2
23	Buick Skyhawk	121/4	A3	FI
25	Chevrolet Cavalier	121/4	M5	FI
25	Chevrolet Cavalier	121/4	A3	FI
35	Nissan Sentra	98/4	M4	2
35	Nissan Sentra	98/4	M5	2
31	Nissan Sentra	98/4	A3	2
42	Nissan Sentra Diesel	103/4	M5	FI
38	Nissan Sentra Diesel	103/4	A3	FI
23	Datsun 810	146/6	M5	FI
22	Datsun 810	146/6	A4	FI
30	Datsun 810 Diesel	170/6	M5	FI
28	Datsun 810 Diesel	170/6	A4	FI
27	Ford Escort	98/4	A3	2
35	Honda Civic	91/4	M5	3
31	Honda Civic	91/4	A3	3
27	Mercury Lynx	98/4	A3	2
30	Mazda GLC	91/4	M4	2
30	Mazda GLC	91/4	M5	2
25	Mazda GLC	91/4	A3	2
25	Oldsmobile Firenza Cruiser	121/4	M5	FI
23	Oldsmobile Firenza Cruiser	121/4	A3	FI
27	Renault 18i	100/4	M5	FI
24	Renault 18i	100/4	A3	FI
30	Subaru	109/4	M5	1
30	Subaru	109/4	M5	2
30	Subaru	109/4	A3	2
27	Subaru	109/4	A3	2
33	Toyota Corolla	97/4	M5	2
31	Toyota Corolla	97/4	A3	2
22	Toyota Cressida	168/6	A4	FI
41	VW Quantum Turbodiesel	97/4	M5	2
32	VW Quantum Turbodiesel	97/4	M5	FI
29	VW Quantum	105/4	M5	FI
23	VW Quantum	105/4	A3	FI

MID-SIZE STATION WAGONS

21	Buick Regal Estate Wagon	231/6	A3	2
23	Buick Regal Estate Wagon Diesel	350/8	A3	FI
20	Chevrolet Malibu	229/6	A3	2
17	Chevrolet Malibu	305/8	A3	4
23	Chevrolet Malibu Diesel	350/8	A3	FI
24	Chrysler Town & Country	135/4	A3	2
22	Chrysler Town & Country	156/4	A3	2
28	Dodge Aries	135/4	M4	2
28	Dodge Aries	135/4	M5	2
27	Dodge Aries	135/4	A3	2
22	Dodge Aries	156/4	A3	2
20	Ford LTD	200/4	A3	1
20	Mercury Marquis	200/4	A3	1
27	Mercedes-Benz 300-TD	183/5	A4	FI
21	Oldmobile Cutlass Cruiser	231/6	A3	2
17	Oldsmobile Cutlass Cruiser	307/8	A3	4
23	Oldsmobile Cutlass Cruiser Diesel	350/8	A3	FI
27	Peugeot 504 Diesel	141/4	M4	FI
26	Peugeot 504 Diesel	141/4	A3	FI
28	Plymouth Reliant	135/4	M4	2
28	Plymouth Reliant	135/4	M5	2
27	Plymouth Reliant	135/4	A3	2
27	Plymouth Reliant	156/4	A3	2
21	Pontiac Bonneville	231/6	A3	2
17	Pontiac Bonneville	305/8	A3	4
23	Pontiac Bonneville Diesel	350/8	A3	FI
20	Volvo Turbo	130/4	M4	FI
20	Volvo Turbo	130/4	A4	FI
24	Volvo	141/4	M4	FI
23	Volvo	141/4	A4	FI
29	Volvo Diesel	145/6	M4	FI
27	Volvo Diesel	145/6	A3	FI

LARGE STATION WAGONS

16	Buick LeSabre/Electra Estate Wagon	307/8	A4	4
21	Buick LeSabre/Electra Estate Wagon Diesel	350/8	A3	FI
22	Buick LeSabre/Electra Estate Wagon Diesel	350/8	A4	FI
16	Chevrolet Caprice	305/8	A4	4
21	Chevrolet Caprice Diesel	350/8	A3	FI
22	Chevrolet Caprice Diesel	350/8	A4	FI
17	Ford LTD Crown Victoria	302/8	A4	FI
17	Mercury Grand Marquis	302/8	A4	FI
16	Oldsmobile Custom Cruiser	307/8	A4	4
22	Oldsmobile Custom Cruiser Diesel	350/8	A4	FI

SMALL PICKUP TRUCKS (TWO-WHEEL DRIVE)

27	Chevrolet S-10	119/4	M4	2
29	Chevrolet S-10	119/4	M5	2
25	Chevrolet S-10	121/4	M4	2
24	Chevrolet S-10	121/4	M5	2
22	Chevrolet S-10	121/4	A4	2
23	Chevrolet S-10	173/6	M4	2
22	Chevrolet S-10	173/6	M5	2
27	Dodge Colt	122/4	M4	2
28	Dodge Colt	122/4	M5	2
26	Dodge Colt	122/4	A3	2
34	Dodge Colt Turbodiesel	143/4	M5	FI
23	Dodge Colt	156/4	M5	2
23	Dodge Colt	156/4	A3	2
33	Datsun Diesel	132/4	M5	FI
25	Datsun	133/4	M4	2
26	Datsun	133/4	M5	2
23	Datsun	133/4	A3	2
28	Dodge Rampage	135/4	M4	2
28	Dodge Rampage	135/4	M5	2
25	Dodge Rampage	135/4	A3	2
27	Dodge Ram 50	122/4	M4	2
28	Dodge Ram 50	122/4	M5	2
26	Dodge Ram 50	122/4	A3	2
34	Dodge Ram 50 Turbodiesel	143/4	M5	FI
23	Dodge Ram 50	156/4	M5	2
23	Dodge Ram 50	156/4	A3	2
27	Ford Courier	120/4	M4	2
27	Ford Courier	120/4	M5	2
32	Ford Courier Diesel	135/4	M5	FI
26	Ford Ranger	122/4	M4	1
27	Ford Ranger	122/4	M4	1
33	Ford Ranger Diesel	134/4	M4	FI
25	Ford Ranger	140/4	M4	1
27	GMC S-15	119/4	M4	2
29	GMC S-15	119/4	M5	2
25	GMC S-15	121/4	M4	2
24	GMC S-15	121/4	M5	2
22	GMC S-15	121/4	A4	2
23	GMC S-15	173/6	M4	2
22	GMC S-15	173/6	M5	2
22	GMC S-15	173/6	A4	2
26	Isuzu P'up	119/4	M4	2
28	Isuzu P'up	119/4	M5	2
24	Isuzu P'up	119/4	A3	2
38	Isuzu P'up Diesel	137/4	M4	FI
36	Isuzu P'up Diesel	137/4	M5	FI
27	Mitsubishi	122/4	M4	2
28	Mitsubishi	122/4	M5	2
26	Mitsubishi	122/4	A3	2
34	Mitsubishi Turbodiesel	143/4	M5	FI
23	Mitsubishi	156/4	M5	2
23	Mitsubishi	156/4	A3	2
27	Mazda B/2000/B/2200	120/4	M4	2
27	Mazda B2000/B2200	120/4	M5	2
32	Mazda B2000/B2000 Diesel	135/4	M5	FI
28	Plymouth Scamp	135/4	M4	2
28	Plymouth Scamp	135/4	M5	2
25	Plymouth Scamp	135/4	A3	2
33	Toyota Diesel	134/4	M5	FI
26	Toyota	144/4	M4	2
24	Toyota	144/4	M5	2
24	Toyota	144/4	A4	2
42	Volkswagen Diesel	97/4	M4	FI
40	VW Diesel	97/4	M5	FI
27	VW	105/4	M4	FI
25

49-state figures listed

EPA mileage ratings for '83 models

Continued from Page 10

14	GMC K-25	350/8	A4	4
21	GMC K-25 Diesel	379/8	M4	FI
19	GMC K-25 Diesel	379/8	A4	FI
22	GMC T-15	121/4	M4	2
22	GMC T-15	121/4	M5	2
21	GMC T-15	173/6	M4	2
20	GMC T-15	173/6	M5	2
19	GMC T-15	173/6	A4	2
18	Jeep J-10	258/6	M4	2
18	Jeep J-10	258/6	M5	2
20	Jeep J-10	258/6	A3	2
14	Jeep J-10	360/8	M4	2
13	Jeep J-10	360/8	A3	2
13	Jeep J-20	368/8	M4C	2
13	Jeep J-20	360/8	A3	2

CARGO VANS

19	Chevrolet G-10/G-20	250/6	M3	2
18	Chevrolet G-10/G-20	250/6	M4	2
18	Chevrolet G-10/G-20	250/6	A4	2
17	Chevrolet G-10/G-20	305/8	M3	4
18	Chevrolet G-10/G-20	305/8	M4	4
17	Chevrolet G-10/G-20	305/8	A4	4
23	Chevrolet G-10/G-20 Diesel	379/8	M4	FI
21	Chevrolet G-10/G-20 Diesel	379/8	A4	FI
17	Chevrolet G-30	250/6	M3	2
17	Chevrolet G-30	250/6	A4	2
19	Dodge B150/B250	225/6	M4	1
18	Dodge B150/B250	225/6	A3	1
16	Dodge B150/B250	318/8	M4	2
15	Dodge B150/B250	318/8	A3	2
14	Dodge B150/B250	318/8	A3	4
15	Dodge B350	318/8	A3	2
13	Dodge B350	318/8	A3	4
18	Ford E100/E150 Econoline	300/6	M3	1
20	Ford E100/E150 Econoline	300/6	M4	1
16	Ford E100/E150 Econoline	300/6	M4	1
16	Ford E100//E150 Econoline	300/6	A3	1
16	Ford E100/E150 Econoline	300/6	A4	1
14	Ford E100/E150 Econoline	302/8	M4	2
15	Ford E100/E150 Econoline	302/8	A4	2
13	Ford E100/E150 Econoline	351/8	A3	2
16	Ford E250 Econoline	300/6	M3	1
16	Ford E250 Econoline	300/6	A4	1
14	Ford E250 Econoline	302/8	A4	2
12	Ford E250 Econoline	351/8	A3	2
19	GMC G-15/G-25 Vandura	250/6	M3	2
18	GMC G-15/G-25 Vandura	250/6	M4	2
18	GMC G-15/G-25 Vandura	250/6	A4	2
17	GMC G-15/G-25 Vandura	305/8	M3	4
18	GMC G-15/G-25 Vandura	305/8	M4	4
17	GMC G-15/G-25 Vandura	350/8	A4	4
23	GMC G-15/G-25 Vandura Diesel	379/8	M4	FI
21	GMC G-15/G-25 Vandura Diesel	379/8	A4	FI
17	GMC G-35 Vandura	250/6	M3	2
17	GMC G-35 Vandura	250/6	A4	2

PASSENGER VANS

17	Chevrolet G-10/G-20 Sportvan	250/6	M3	2
17	Chevrolet G-10/G-20 Sportvan	250/6	A4	2
15	Chevrolet G-10/G-20 Sportvan	305/8	A4	4
14	Chevrolet G-10/G-20 Sportvan	350/8	A4	4
20	Chevrolet G-10/G-20 Sportvan Diesel	379/8	A4	FI
12	Chevrolet G-30 Sportvan	350/8	A4	4
19	Dodge B150/B250 Wagon	225/6	M4	1
18	Dodge B150/B250 Wagon	225/6	A3	1
15	Dodge B150/B250 Wagon	318/6	M4	2
14	Dodge B150/B250 Wagon	318/8	A3	2
12	Dodge B150/B250 Wagon	318/8	A3	4
15	Dodge B350 Wagon	318/8	A3	2
12	Dodge B350 Wagon	318/8	A3	4
16	Ford E150 Club Wagon	300/6	M4	1
	Club Wagon	300/6	A3	1
15	Ford E150 Club Wagon	300/6	A3	1
15	Ford E150 Club Wagon	300/8	M4	2
14	Ford E150 Club Wagon	302/8	A4	2
13	Ford E150 Club Wagon	351/8	A3	2
17	GMC G-15/G-25 Rally	250/6	M3	2
17	GMC G-15/G-25 Rally	250/6	A4	2
15	GMC G-15/G-25 Rally	305/8	A4	4
14	GMC G-15/G-25 Rally	350/8	A4	4
20	GMC G-15/G-25 Rally Diesel	379/8	A4	FI
12	GMC G-35 Rally	350/8	A4	4
19	Plymouth PB150/ PB250 Voyager	225/6	M4	1
18	Plymouth PB150/ PB250 Voyager	225/6	A3	1
15	Plymouth PB150/ PB250 Voyager	318/8	M4	2
14	Plymouth PB150/ PB250 Voyager	318/8	A3	2
12	Plymouth PB150/ PB250 Voyager	318/8	A3	4
15	Plymouth PB350 Voyager	318/8	A3	2
12	Plymouth PB350 Voyager	318/8	A3	4
30	VW Vanagon Diesel	97/4	M5	FI
16	VW Vanagon	120/4	M4	FI
16	VW Vanagon	120/4	A3	FI

SPECIAL PURPOSE VEHICLES TWO WHEEL DRIVE

23	AM General DJ-PO	151/4	A3	2
15	Chevrolet C-10 Suburban	305/8	A4	4
14	Chevrolet C-10 Suburban	350/8	A4	4
20	Chevrolet C-10 Suburban Diesel	379/8	A4	FI
23	Chevrolet S-10 Blazer	121/4	M4	2
23	Chevrolet S-10 Blazer	121/4	M5	2
20	Chevrolet S-10 Blazer	121/4	A4	2
20	Chevrolet S-10 Blazer	173/6	M4	2
20	Chevrolet S-10 Blazer	173/6	M5	2
22	Chevrolet S-10 Blazer	173/6	A4	2
23	Chevrolet S-10 Utility Body	173/6	M4	2
22	Chevrolet S-10 Utility Body	173/6	A4	2
17	Datsun Cab Chassis	133/4	M4	2
15	Dodge AD150 Ramcharger	318/8	A3	2
15	GMC C-15 Suburban	305/8	A4	4
14	GMC C-15 Suburban	350/8	A4	4
20	GMC C-15 Suburban Diesel	379/8	A4	FI
23	GMC S-15 Jimmy	121/4	M4	2
23	GMC S-15 Jimmy	121/4	M5	2
20	GMC S-15 Jimmy	121/4	A4	2
20	GMC S-15 Jimmy	173/6	M4	2
20	GMC S-15 Jimmy	173/6	M5	2
22	GMC S-15 Jimmy	173/6	A4	2
23	GMC S-15 Jimmy	173/6	M4	2
22	GMC S-15 Utility Body	173/6	A4	2

SPECIAL PURPOSE VEHICLES FOUR-WHEEL DRIVE

23	AMC Eagle SX/4	151/4	M4	2
23	AMC Eagle SX/4	151/4	M5	2
20	AMC Eagle SX/4	151/4	A3	2
20	AMC Eagle SX/4	258/6	M4	2
20	AMC Eagle SX/4	258/6	M5	2
21	AMC Eagle SX/4	258/6	A3	2
23	AMC Eagle	151/4	M4	2
23	AMC Eagle	151/4	M5	2
20	AMC Eagle	258/6	M4	2
20	AMC Eagle	258/6	M5	2
20	AMC Eagle	258/6	A3	2
15	Chevrolet K-10 Blazer	305/8	A4	4
19	Chevrolet K-10 Blazer Diesel	379/8	A4	FI
13	Chevrolet K-10 Suburban	350/8	M4C	4
13	Chevrolet K-10 Suburban	350/8	A4	4
18	Chevrolet K-10 Suburban Diesel	379/8	A4	FI
21	Chevrolet T-10 Blazer	121/4	M4	2
22	Chevrolet T-10 Blazer	121/4	M5	2
21	Chevrolet T-10 Blazer	173/6	M4	2
20	Chevrolet T-10 Blazer	173/6	M5	2
19	Chevrolet T-10 Blazer	173/6	A4	2
14	Dodge AW150 Ramcharger	318/8	A3	2
12	Dodge AW150 Ramcharger	318/8	M4C	4
13	Dodge AW150 Ramcharger	318/8	A3	4
18	Ford Bronco	300/6	M4	1
17	Ford Bronco	300/6	M4C	1
15	Ford Bronco	300/6	A3	1
14	Ford Bronco	302/8	M4	2
14	Ford Bronco	302/8	M4C	2
15	Ford Bronco	302/8	A3	2
13	Ford Bronco	351/8	M4	2
13	Ford Bronco	351/8	M4C	2
12	Ford Bronco	351/8	A3	2
15	GMC K-15 Jimmy	305/8	A4	4
19	GMC K-15 Jimmy Diesel	379/8	A4	FI
13	GMC K-15 Suburban	350/8	M4C	4
13	GMC K-15 Suburban	350/8	A4	4
18	GMC K-15 Suburgan Diesel	379/8	A4	FI
21	GMC T-15 Jimmy	121/4	M4	2
22	GMC T-15 Jimmy	121/4	M5	2
21	AMC T-15 Jimmy	173/6	M4	2
20	AMC T-15 Jimmy	173/6	M5	2
19	AMC T-15 Jimmy	173/6	A4	2
18	Jeep Cherokee/ Wagoneer	258/6	M4	2
18	Jeep Cherokee/ Wagoneer	258/6	M5	2
18	Jeep Cherokee/ Wagoneer	258/6	A3	2
14	Jeep Cherokee/ Wagoneer	360/8	M4	2
13	Jeep Cherokee Wagoneer	360/8	A3	2
22	Jeep CJ-5/7	151/4	M4	2
23	Jeep CJ-5/7	151/4	M5	2
18	Jeep CJ-5/7	258/6	M4	2
18	Jeep CJ-5/7	258/6	M5	2
19	Jeep CJ-5/7	258/6	A3	2
27	Subaru Brat	109/4	M4	2
24	Subaru Brat	109/4	A3	2
26	Subaru Wagon	109/4	M4	2
24	Subaru Wagon	109/4	A3	2
27	Subaru	109/4	M4	2
24	Suzuki SJ-410	59/4	M4	1
23	Suzuki SJ410V	59/4	M4	1
12	Toyota Land Cruiser Wagon	258/6	M4	2
13	Toyota Land Cruiser	258/6	M4	2

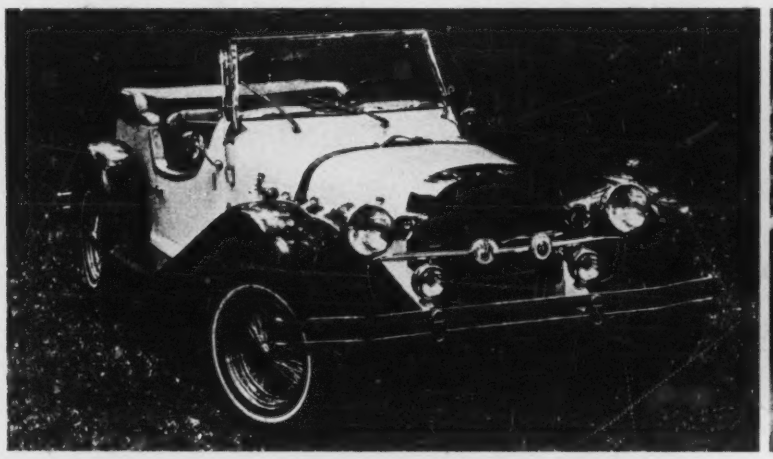
SPECIAL PURPOSE VEHICLES CAB CHASSIS

17	Chevrolet S-10	173/6	M4	2
16	Chevrolet S-10	173/6	A4	2
12	Dodge D250 Pickup	318/8	A3	4
13	Ford F250 Pickup	302/8	M4C	2
13	Ford F250 Pickup	302/8	A3	2
17	GMC S-15	173/6	M4	2
16	GMC S-15	173/6	A4	2

Beach Ford honored

Thomas A. Barton Jr., center, president of Beach Ford, Inc., Virginia Beach, Va., was presented with Ford Division's Distinguished Achievement Award for 1981 by Ford Chairman Philip Caldwell. They were joined by Virginia Gov. Charles Robb. The award is presented to a dealership for outstanding achievement in every aspect of the business.

Remember when showroom traffic kept everybody on their feet?



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Showroom traffic climbs with the right car on your floor. And nothing draws like the new Piper Rogue.

The new Piper Rogue's elegant lines and handcrafted coachwork generate excitement among customers and sales staff alike...excitement you can turn into sales of your existing line.

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Substantial profit potential on the Rogue's $24,500 list price. Dealer investment: $17,500. This special factory-direct offer is available only to car dealers in the continental U.S. And you are under no obligation to buy more or to become one of our regular dealers.

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Fiberglass shell for compacts

Voyager, division of Gem Top Mfg., Inc., in Riverside, Calif., has introduced the "Antares," a fiberglass, aerodynamically styled shell for the long-box Chevrolet S-10, GMC S-15, long-box Ford Ranger, Datsun King Cab and long-box Toyota compact pickup trucks. It is available only in the West and Texas, the company said.

HD accident report calls for safety plan

WASHINGTON. — Projected increases in heavy-truck mileage during the 1980s will exacerbate an already serious problem with truck accidents, the Transportation Department told Congress in a report prepared by NHTSA and the Federal Highway Administration.

The report, the result of a study requested by the Senate Appropriations Committee, said a variety of factors involving the driver, the vehicle and the roadway are responsible for heavy-truck accidents.

Some of the most important causative factors. according to the report, include:

1. Drivers who are young, inexperienced, lacking in commercial training, fatigued and/or under the influence of drugs or alcohol.

2. Design, weight and crashworthiness of trucks (rollovers and jack-knifes are common problems).

3. Guardrails and median barriers which are not designed to accommodate the impact of large trucks.

4. Hazardous weather conditions.

The study recommended that federal and state governments identify and correct road hazards associated with a high risk of truck accidents.

• The federal government should develop and implement a comprehensive research and development program on truck safety in cooperation with the truck safety community, according to the study.

State governments should increase on-road truck inspections, broaden authorization for removing vehicles from service and implement improved truck driver license testing and issuance procedures, the study said.

Motor carriers, the study added, should require the use of safety belts; implement effective maintenance procedures; screen drivers more carefully; increase driver training and supervision, particularly of younger drivers, and ensure compliance with safety regulations.

"We need to know much more about what causes truck accidents," said NHTSA Administrator Raymond Peck, "but we do not have to wait for conclusive data to implement any of the short- and long-term countermeasures."

10 more firms to supply parts to Nissan Mfg.

SMYRNA, Tenn.—Nissan Motor Mfg. Corp., U.S.A., which will begin building compact pickup trucks here next August, has announced the award of contracts to 10 more U. S. supplier companies.

The firms and the materials they will supply are:

Crown Label, Inc., LaVergne, Tenn., and York Tape & Label Corp., York, Pa., pressure-sensitive labels; Dennison Industrial Systems, Framingham, Mass., certification labels; Globe Industries, Inc., Chicago, sound-control products.

Kusan Mfg. Co., decorative and functional thermoplastic components; Custom Trim Prod-

Continued on Page 20, Col. 3

truck industry news

Compacts get '83 model year off to a good start

Big 3 sales up 3 pct. in October

Big Three dealers and factory outlets got the 1983 truck-model year off to a good start in October, reporting retail sales that were almost 3 percent higher than the first month of the 1982 model year.

During the month, 137,980 new trucks of all types were sold in the U. S., up 2.9 percent from the 134,103 units retailed in October, 1981. Ford Motor Co. was the only manufacturer to report fewer sales this year than last.

Table on Page 20.

For the first 10 months of calendar 1982, Big Three truck sales were 13.9 percent higher than a year ago, 1,728,198 versus 1,517,325. All four manufacturers reported increases for the January-October period.

Sales of compact pickup trucks during the month were particularly impressive, especially among the noncaptive Japanese imports which carry attractive financing rates and other incentives.

In October, sales of the small compacts, both domestic and imports, totaled 64,411 units, an increase of 81.7 percent over the year-ago 35,441. Through October, the count was 632,692 units, up 50.9 percent over last year's 419,245.

• Dealers who handle the noncaptive makes — Toyota, Datsun, Mazda, Isuzu and the newly introduced Mitsubishi — sold 30,501 units during the month, a gain of 57.1 percent over last year's 19,416.

Through October, the total was 251,449 units, up 4.8 percent from the year-ago 240,001.

Including the captive Ford Courier, Chevrolet LUV, Dodge Ram 50 and Plymouth Arrow, the total October count for the Japanese-built compacts was 38,170 units, 24 percent higher than last year's 30,789.

The 10-month count, however, was down 13.1 percent, from 382,403 units in 1981 to 333,202. Sales of the Courier and LUV, which no longer are imported, have fallen steadily since the introduction of the domestic Chevrolet S-10, GMC S-15 and the Ford Ranger compacts.

The imported compacts still

Continued on Page 20, Col. 3

Winnebago, Coachmen note sales, profit gains

An increase in sales and profits has been reported by two major manufacturers of recreational vehicles, while a third has noted a moderate decline which it attributed generally to the "uncertain and ailing economy."

Winnebago Industries, Inc., said its net earnings for the fiscal year ended Aug. 28 amounted to approximately $10.14 million, a gain of 16.8 percent over the year-earlier $8.68 million.

Included in the net as an extraordinary item was a net operating loss carryforward of about $2.29 million in fiscal 1982, and $4.05 million in fiscal 1981.

Before the extraordinary item, the company said, earnings in fiscal 1982 were approximately $7.85 million, an increase of 70 percent over the year-earlier $4.62 million.

Sales in fiscal 1982 amounted to about $146.63 million, up 2.5 percent from the previous year's $143.05 million.

Coachmen Industries, Inc., said its earnings in the first nine months of calendar 1982 totaled approximately $4.81 million, a gain of 41.1 percent over the year-ago $3.41 million.

Coachmen's nine-month sales amounted to approximately $195.60 million, up 22.8 percent over last year's $159.26 million.

In the second quarter, according to Champion Home Builders Co., net profit totaled $834,000, down 18.3 percent from last year's $1.02 million. But the first-half net was up 28 percent, from $2.78 million to $3.56 million. Both periods exclude tax credits from operating loss carryforward.

Winnebago directors, at their October meeting, declared the first annual cash dividend ever paid on the firm's common stock —10 cents a share, payable Jan. 10, 1982, to shareholders of record on Dec. 10, 1982.

Coachmen directors reinstated

Continued on Page 20, Col. 4

Heavier axles now offered on Volvo N-Series

GREENSBORO, N. C.—Volvo White Truck Corp. has beefed up its Volvo N10 conventional 6x4 truck for use in the construction, refuse and fuel-oil markets, offering a 38,000 or 44,000-pound rear axle and 16,-500-pound front axle as standard equipment.

The Volvo N1025, introduced in the U. S. late last year, now features the 16,500-front/38,000-rear-axle combination. There is a new model designation, the N1027, for the 16,500/44,000-axles.

The factory-matched N10 drivetrain includes a Volvo TD-100C six-cylinder, turbocharged diesel engine rated at 253 HP at 2,200 RPM and 671 foot pounds of torque at 1,400 RPM.

Transmission is eight-speed, fully synchronized range-type with dual-plate air-power assisted clutch.

Both N10 truck models feature a Volvo T-ride suspension which the company says offers extreme independent axle articulation over rough terrain, and eight torque rods maintain axle alignment under the most grueling conditions.

The 38,000-pound suspension utilizes two-leaf parabolic spring, and the 44,000-pound suspension has a conventional leaf spring pack. Ride is further improved with rubber cushions between spring and axle housing to absorb shock and vibration, the firm said.

Wheelbase selections for the N1025 and N1027 range from 191 to 270 inches. The BBC is 96.5 inches.

Aimed at handling single-piece rims

Truck-tire safety rules due soon

By Jake Kelderman
Washington Staff Writer

WASHINGTON.—New safety regulations aimed at minimizing accidents and deaths when mounting truck tires on single-piece rims will be announced within the month by the Department of Labor's Occupational Safety and Health Administration.

Written at the request of the National Wheel and Rim Assn. and Firestone Tire & Rubber Co., the proposed new requirements for the safe servicing of single-piece-rim wheels used on trucks, trailers, buses and similar type vehicles, are expected to prevent from 280 to 350 injuries during the remainder of the decade.

They follow similar regulations aimed at reducing injuries in the mounting of tires on multi-piece wheels.

The standards for single-piece rims are being issued now because an analysis of their danger was not complete when OSHA issued its multi-piece-rim standards in 1980. That analysis showed that the accident potential during the servicing of single-piece rims is as great as that which existed for multi-piece rims, sources said.

A report done for the National Wheel and Rim Assn. showed that between 1970 and 1980, some 112 accidents resulting in 15 fatalities were identified as involving single-piece rims.

The danger in single-piece rims, as in multi-piece rims, is in the overall force contained in the tire when inflated.

A standard 10-inch-by-20-inch tire, when inflated to the normal 105 pounds per square inch, puts a force of 20 tons on the rim flange. If the tire is mounted improperly and releases suddenly, it can throw a person across the room or send all 200 pounds of the tire and rim 30 feet in the air.

OSHA will propose that basically the same procedures and restraining devices used for servicing multi-piece rims be used

Continued on Page 21, Col. 1

Star of '83 Mitsubishi truck line

This turbocharged-diesel compact pickup is the star of the 1983 Mitsubishi truck line. The vehicles are being marketed in the U. S. for the first time. The Dodge Ram 50 compact, which is built by Mitsubishi, also features a turbodiesel in 1983. The 2.3-liter diesel produces 80 HP at 4,200 RPM and 125 foot pounds of torque at 2,100 RPM.

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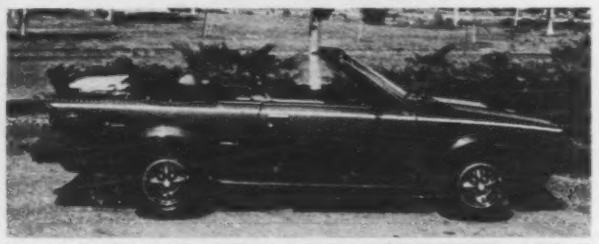

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Compacts gets '83 model year off to a good start

Big 3 truck sales rise in October

Continued from Page 16

are the leaders in this market, but their share of total sales has dropped drastically from a year ago.

In October, for example, imports accounted for 59.3 percent of the compact total, compared with 86.9 percent in the same month in 1981. The imports' 10-month share was 52.7 percent, versus 91.2 percent in the like period a year ago.

In October, two new compact-pickups made their debut—the Plymouth Scamp and the Mitsubishi—bringing the total entries to 16. The Scamp, Plymouth's version of the Dodge Rampage, replaces the Arrow, which has been dropped.

Chevrolet said its dealers retailed 56,551 trucks during the month, up 20.1 percent over the year-earlier 47,102. Through October, the count was 671,890 units, an increase of 15.9 percent over the 579,682 sold in 1982.

Ford truck sales were down 19.7 percent in October, from 59,970 units in 1982 to 48,179. The 10-month count, however, was up 4.1 percent to 658,424 units, compared with 632,523 a year ago.

Chrysler reported impressive increases for both the month and the January-October period.

Dodge and Plymouth dealers retailed 17,978 light trucks during the month, a gain of 27.7 percent over the year-ago 14,082. Through October, the total was 31.9 percent higher, from 158,106 units in 1981 to 208,566.

In October, GMC dealers retailed 15,272 vehicles, an increase of 17.9 percent over the year-earlier 12,949. The 10-month count was up 28.8 percent to 189,318 units, compared with 147,014 in the like period a year ago.

• October sales of four-wheel-drive Jeep vehicles totaled 5,727 units, an increase of 16.6 percent over last year's 4,910. But the 10-month total was off 1.2 percent, from 53,500 a year ago to 52,857.

Volkswagen dealers retailed 1,025 compact pickups during the month, down 67.9 percent from last year's 3,196. Through October, sales were off 61.6 percent, from 28,824 in 1981 to 11,076.

Toyota sales rebounded sharply in October to 13,376 units, an increase of 47 percent over the year-ago 9,099. The January-October count was up 2.8 percent to 120,087 units, compared with 116,861 in 1981.

Datsun dealers, with the help of a 9.9 percent finance rate, retailed 12,066 compacts during the month, an increase of 58.4 percent over last year's 7,617. The 10-month count, on the other hand, was down 17.5 percent, from 101,206 units a year ago to 83,478.

Mazda sales continued to gain during the month, the total of 3,178 units being 119.3 percent higher than last year's 1,449. Through October, sales were up 129.7 percent to 32,892, compared with 14,318 in 1981.

Mitsubishi reported 252 compact-pickup sales in its first month in the U. S. market, and said it was the best start ever for a Japanese truck.

Big Three October, year-to-date truck sales

	October 1982	October 1981	Year to date 1982	Year to date 1981
Ford				
Vans	8,255	10,589	105,467	94,060
Club Wagon	2,278	2,234	27,077	21,276
Courier	3,710	5,337	27,793	55,197
Bronco	2,814	2,635	33,480	30,081
Conventional Pickups	21,144	35,307	341,616	387,735
Mediums	NA	3,120	NA	36,078
Heavies	NA	748	NA	8,096
Ranger	7,701	.....	84,385	.....
Chevrolet				
Vans	7,442	6,315	84,051	75,538
Sportvan	1,213	1,065	12,848	11,543
LUV	1,080	3,416	19,852	57,553
El Camino	1,893	2,436	18,816	29,427
Blazer	1,175	1,623	20,507	18,441
Suburban	1,278	1,327	22,473	17,294
Conventional Pickups	28,793	28,297	329,831	349,529
Mediums	790	1,147	13,134	18,877
Heavies	.....	.....	.....	.....
S-10	11,615	1,476	149,026	1,480
S-10 Blazer	1,272		1,357	
Chrysler				
Vans	5,307	4,699	51,798	41,853
Voyager	352	395	4,146	3,990
Ram Wagon	2,451	1,580	24,751	16,319
Arrow	226	477	4,889	7,681
Ram D-50	2,653	1,143	29,219	21,971
Trail Duster	.....	66	244	1,508
Ramcharger	924	412	8,684	4,349
Conventional Pickups	4,733	5,310	70,204	60,435
Scamp	189	.....	189	.....
Rampage	1,143	.....	14,442	.....
GMC				
Vans	1,947	2,101	22,636	19,787
Caballero	186	278	2,150	3,582
Jimmy	361	342	5,589	4,046
Suburban	464	227	7,623	3,814
Conventional Pickups	8,147	7,269	90,456	84,347
P models	274	286	3,247	3,043
Mediums	820	1,373	18,353	17,941
Heavies	248	904	7,526	10,285
S-15 Jimmy	109	.....	109	.....
S-15	2,716	169	31,629	169

Winnebago, Coachmen report increase in sales, profits

Continued from Page 16

a regular quarterly dividend—five cents a share payable Dec. 9 to shareholders of record on Nov. 17. The company suspended dividend payments in mid-1979.

Commenting on the Winnebago results, Chairman John K. Hanson said the earnings improvement in fiscal 1982 can be attributed to increased sales of large motor homes with higher profit margins, reduced warranty expenses and increased income from higher investment levels.

• "We are optimistic in our outlook for fiscal 1982," he said. "The stability of prices and availability of motor fuels and the decline in inflation and interest rates are indications of an improvement in the economy.

"Our new lines of fuel-efficient motor homes and vans are designed for first-time buyers of leisure travel vehicles and should add excitement and interest to the recreation-vehicle business," Hanson added.

In his announcement of the Coachmen results, Chairman Thomas H. Corson said, "Recent declines in interest rates and some slight improvement in certain economic indicators seem to have boosted consumer-confidence levels, an important determinant in the selling of our products."

He added that the fourth-quarter outlook "looks comparatively good also."

"The decline in interest rates has had a direct favorable impact on our dealers' cost of carrying inventory and we are beginning to see a small increase in the average number of units our dealers are stocking."

Joseph J. Morris, president of Champion, which builds mobile homes, motor homes and small buses, said, "Tight consumer credit for our industry and an uncertainty about future interest-rate levels—causing a wait-and-see attitude in the marketplace—restricted our sales in the second quarter.

"Price cutting by some of our housing competitors in certain regions during the quarter also affected our sales penetration," he added. "We're countering this price competition with broader promotion and production of our popular lowest-priced series."

10 more firms to supply Nissan

Continued from Page 16

ucts, Atlanta, body-side moldings; Northern Engraving, Sparta, Wis., vehicle identification-number plates.

Perfect Equipment Co., Murfreesboro, Tenn., wheel weights; Schrader Automotive Products, Nashville, pneumatic tubeless-tire valves; White Advertising Co., body-side graphics.

The $500 million facility currently under construction in Smyrna is the first U. S. manufacturing venture for the firm's Japanese parent, Nissan Motor Co., Ltd. It will have the capacity to produce 156,000 units a year.

Dealership opens

WESTFIELD, Mass. — Westfield Toyota-Chrysler-Plymouth has opened at the former site of Pioneer Toyota-Chrysler-Plymouth.

Highway Users tap Gustafson; Snyder to Safety Foundation

New chairmen elected by HUF, ASF

DETROIT. — Stanley W. Gustafson, president of Dana Corp., has been elected chairman of the Highway Users Federation. He succeeds Will Scott, Ford Motor Co. vice president of governmental relations.

William B. Snyder, president of Government Employees Insurance Co., has been elected chairman of the Automotive Safety Foundation, the federation's educational and scientific affiliate. He succeeds Roger S. Penske, president of Penske Corp.

Other federation officers, re-elected for second terms, are Robert B. Smithwick, vice president of Texaco, U.S.A., vice chairman; F. Alan Smith, executive vice president, General Motors, treasurer; and Frank L. Nageotte, president of Greyhound Corp., secretary.

William G. Sharwell, vice president of American Telephone and Telegraph Co., was elected vice chairman of the Automotive Safety Foundation.

Four new members were elected to the federation's Executive Committee for one-year terms: Gerald Greenwald, vice chairman, Chrysler Corp.; Patrick C. Ross, president, Tire Group, B.F. Goodrich Co.; Roger J. Stroh, vice president - public affairs, United Fresh Fruit and Vegetable Assn., and Lawrason D. Thomas, president, Amoco Oil Co.

Greenwald, Stroh and Thomas were also elected to three-year terms on the federation's board of directors. Other new members of the board, elected for three-year terms, are:

Tetsuo Arakawa, president, Nissan Motor Corp., U.S.A.; Bennett E. Bidwell, president, Hertz Corp.; Donald F. Craib Jr., chairman, Allstate Insurance Co.; Joseph P. Flannery, chairman and president, Uniroyal, Inc., and Samuel F. Fortunato, president, Metropolitan Property and Liability Insurance Co.

Also, Robert R. Kingsbury, senior vice president, N.W. Ayer, Inc.; Roger Manfred, president, TraveLodge, Inc.; W. Paul Tippett, chairman, American Motors, and Harold J. Weiler, executive vice president, New Mexico Assn. of Commerce and Industry.

The Highway Users Federation for Safety and Mobility is a national, nonprofit coalition of more than 400 businesses, industries and associations promoting safer, more efficient ground transportation. Through affiliated groups in every state and 26 metropolitan areas, it represents more than 5,000 business, transportation, civic and agricultural organizations.

The Automotive Safety Foundation, founded in 1936, encourages traffic safety on behalf of private industry and fosters educational and research programs for safe use of streets and roads.

Anglo American buys two more U.S. auctions

NASHVILLE.—Anglo American Auto Auctions, Inc., the U. S. holding company for British Car Auction Group, has purchased its third and fourth auction firms in this country.

They are Minneapolis Northstar Auto Auction, Shakopee, Minn., and Omaha Auto Auction, Inc., Omaha. Earlier this year, Anglo American acquired Nashville Auto Auctions, Nashville, and Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Minneapolis Northstar has consignments of 500 to 600 cars weekly. Sam Gelt will remain as president.

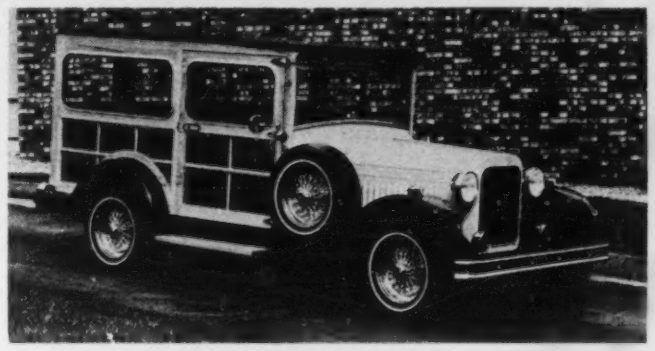
Omaha Auto Auction has a 450-500-vehicle weekly consignment. The business was purchased from Hubert Monsky and Walter Louis, who have left the company. Alan Johnston has been named executive vice president.

Used car sales
Auction Averages

November to date	$4,612
Month ago	$4,528
Year ago	$4,485

Model breakdown
Auction Averages

	November To Date	October	September
1982	$7,383	$7,962	$8,253
1981	6,282	6,457	6,564
1980	4,984	5,115	5,204
1979	4,656	4,511	4,907
1978	3,366	3,493	3,822
1977	2,900	2,812	3,010
1976	2,185	2,091	1,976
1975	1,151	1,355	1,271
OVERALL AVERAGE	$4,612	$4,513	$4,807



From a Chevette comes the Splinter

Start with a Chevette powertrain, add the tubular chassis and other parts from Splinter Auto Works, mix in 100 to 200 hours of work and the end result is the Splinter Station Wagon. Kits start at $2,645. Complete vehicles are priced at $11,100 and up. Splinter is located in Plymouth, Ind.

factories list auction dates

American Motors

Nov. 16—D-A Auto Auction, New Stanton, Pa.

Nov. 17—Dallas Auto Auction, Grand Prairie, Tex.; Columbus Fair Auto Auction, Obetz, O.; Central States Auto Auction, Mason City, Ia., and Sand Mountain Auto Auction, Boaz, Ala.

Nov. 18—Minneapolis North Star Auto Auction, Shakopee, Minn.; Evansville Auto Auction, Evansville, Ind.; Todd Auto Auction, Telford, Pa., and Fredericksburg Auto Auction, Fredericksburg, Va.

Nov. 19—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Nov. 23—Aptco Auto Auction, Taylor, Mich.

Nov. 24—Kansas City Auto Auction, Kansas City, Mo.; Metropolitan Milwaukee Auto Auction, Caledonia, Wis.; Columbus Fair Auto Auction, Obetz, O.; Southern Auto Auction, Warehouse Point, Conn., and Minneapolis North Star Auto Auction, Shakopee, Minn.

Nov. 26—Concord Auto Auction, Acton, Mass.

Nov. 30—D-A Auto Auction, New Stanton, Pa.

Ford Motor Co.

Nov. 17—Clanton's Auto Auction, Darlington, S. C.; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Golden Gate Auto Auction, Fremont, Calif.

Nov. 18—Minneapolis Northstar Auto Auction, Shakopee, Minn., and Skyline Auto Exchange, Fairfield, N. J.

Nov. 30—Dallas Auto Auction, Dallas, Tex., and Aptco Auto Auction, Taylor, Mich.

Dec. 1—Northway Exchange, Clifton Park, N. Y.; Lakeland Auto Auction, Lakeland, Fla., and Southern California Auto Auction, Fontana, Calif.

used-car auction directory

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Extension, reduction of auto export limit eyed

U.S. may seek more Japanese curbs

WASHINGTON.—The Reagan Administration's number two man on trade raised the possibility last week that the U. S. will ask Japan to not only extend the current limitation on the export of Japanese automobiles to this country but to reduce the number below the current level of 1.68 million units annually.

Deputy U. S. Trade Representative David Macdonald revealed the possibility in releasing a 75-page report highly critical of Japan's trade policies and its apparent unwillingness to do much substantively about them.

The report centered mainly on Japan's barriers to agricultural, beef, tobacco and citrus imports and America's inability to get the Japanese to ease those barriers despite repeated negotiating attempts.

Six-months ago, Japanese trade officials promised they would make it easier for a variety of American goods to be sold in Japan but, according to Macdonald, that promise has not been kept.

Warning that U. S. patience with the Japanese is wearing thin and that the constituency for "free trade principles" is eroding badly, Macdonald said the Japanese must "accelerate from a turtle's pace to a hare's pace their efforts to open their market," or face the prospect of strong protectionist measures by the U. S.

"Whether it realizes it or not, the government of Japan is in a race against time," Macdonald said.

• U. S. openness to Japanese imports is one of the big sticks the government has available in its dealings with Japan, with whom the U. S. is running an annual trade deficit of at least $18 billion.

Thus far, the Reagan Administration has not sought to go beyond the current "voluntary trade agreement" with Japan in terms of pressuring the latter country to open its markets to foreign goods, but pressure is building.

Local-content legislation has been proposed in Congress, and recently the domestic auto makers have begun pressing for a lower limit on Japanese imports and extension of the current limitations.

Until recently, the Reagan Administration had objected strongly to both those positions.

The Macdonald warning would seem to indicate a change in the Administration's position, however. Combined with proposals put forward by U. S. Trade Representative William Brock at a recent cabinet council meeting — points to a tougher trade stance by the Administration in the future.

The Brock proposals call for a coordinated trade stance by the Administration that, while heading off protectionist pressure in Congress, also lets this country's trading partners know the U. S. will not tolerate barriers.

In the main, the proposals as reported by the Wall Street Journal, call for a speedup in how the U. S. handles complaints by U. S. firms of unfair trade practices, a much greater use of loan guarantees for U. S. exporters to match financing offered by foreign governments and revamping of the Domestic International Sales Corp. to comply with the rules of the GATT.

The proposals also call for new government subsidies for research and development by firms whose products have been targeted by foreign competitors, a new program to retrain laid-off workers in declining industries like autos and steel and a change in U. S. antitrust laws to permit joint ventures in areas related to increasing U. S. competitiveness abroad.

Other sections include a review of the Foreign Corrupt Practices Act to see if it puts U. S. businessmen at a disadvantage and a request for greater authority for the Administration to negotiate with U. S. trading partners.

Brock also has said that he thinks the current export limitations on Japanese cars should be extended for a third year.

When the Japanese government and its auto makers agreed to the "voluntary limitations" two years ago, it was agreed that the possibility of a third year of limits would be a decision to be made by the Japanese.

Ford honors Kindle

WILDWOOD, N. J. — Kindle Ford Mercury-Lincoln, Inc., has earned Ford Division's Distinguished Achievement Award for 1981. Robert G. Kindle is president of the dealership.

GM-UAW adopt lifetime jobs at three plants

By Marjorie Sorge
Labor Editor

DETROIT. — General Motors and the UAW have announced lifetime job security at three GM facilities.

The pilot program will begin immediately at all Buick operations in Flint, the New Departure-Hyatt Bearings plant in Bristol, Conn., and the Fisher Body soft trim plant in Grand Rapids, Mich. There are 14,000 workers affected in Flint, 1,317 in Bristol and 850 in Grand Rapids.

Under the program, 80 percent of the workforce would be protected from permanent layoff. Any reduction in the workforce would be accomplished by attrition or by alternative work assignments either within GM or externally.

Manpower reductions caused by schedule changes would be accomplished by laying off the ineligible 20 percent of the workers and then by reducing the work time for the 80 percent. Eligibility is determined at the local level, taking into consideration the products produced in the facilities, seniority and the skills of the workers.

According to Owen Bieber, UAW vice president and director of the GM Department, the project goes into effect immediately and all details will be worked out at the local level.

The lifetime job security program was negotiated by GM and the UAW in the current contract. That agreement calls for a fourth pilot plant which Bieber said will be announced in about 10 days.

Pontiac's P-car is named Fiero

Continued from Page 3

name at the plant with all the hoopla normally reserved for Job One celebrations or new-model showings. The name was announced not only to the press but to hundreds of future Fiero assembly-plant employes who had been invited.

Entertainment was provided by the "GM Boogie Grass Band." Speeches were made by the plant manager, mayor of the City of Pontiac and the local UAW committee chairman. Hulki Aldikacti, Fiero project manager, and John Schinella, chief engineer - Pontiac Exterior Styling Studio II, were also present.

Opens doors

Floyd Peterson center, president, Butch Peterson Chevrolet - Buick, Inc., signs a Chevrolet sales and service agreement for his new dealership in Salem, Ill. J. L. Branch, left, St. Louis zone manager, and J. J. Chrz, assistant zone manager, join Peterson.

Just waiting for spring

The 1983½ Dodge Shelby, based on the Dodge Charger 2.2, builds its image on a racing look complete with air dam, ground effect skirts, special paint and tape treatment. A Shelby logo, covered C-pillar and Shelby interior are fit to a modified 2.2-liter four-cylinder engine with five-speed transaxle. The Dodge Shelby goes on sale in March.

Shelby Performance Center opens for Chrysler R&D

SANTA FE SPRINGS, Calif. —Chrysler Corp. officially opened Chrysler Shelby Performance Center, a sporty-car development facility headed by renowned driver and sports-car designer Carroll Shelby.

Located on the back lot of Chrysler's Nu-Car Prep Center, the new performance "think tank" will be used by Shelby to develop affordable high-performance specialty cars, as well as racing equipment for Direct Connection, Chrysler's performance aftermarket division.

The center includes a metal fabrication shop, paint and fiberglass department, 15,000-square-foot garage with 10 stalls, engine build-up area, machine shop and a dynamometer. There is also a one-eighth-mile acceleration strip and a seven-acre skid pad.

Harold K. Sperlich, president of Chrysler's North American Automotive Operations, said the goal of the project is to develop efficient, fun-to-drive cars that are "easy on the pocket and easy on the gas."

Spirlich said the center is not a sign of a move back to factory racing.

"It is not a factory race team," he said. "It is not an effort to put the biggest, deadliest hogs on the road. It's not a drag-race party."

"Factory racing is passe'," Shelby said. "We want to build some interesting front-wheel-drive cars that people can take and say 'this is the kind of car I want to buy as my first car.'"

The first product of Shelby's new affiliation with Chrysler was on display at the opening. Scheduled to go on sale in March, the Shelby Charger features a 2.2-liter engine producing 107 HP at 5,600 RPM and 127 pounds-feet of torque at 3,200 RPM.

The engine has a higher compression ratio, rephased camshaft and NOx sensor for an improved spark curve, boosting power by 13 HP and torque by 10 pounds-feet.

Other equipment changes include a higher final-drive ratio of 3.87 for better acceleration, higher-rate springs and shocks, improved brakes and a lower suspension with quicker steering.

Exterior changes include new wheels and tires, revised C-pillar treatment, air dam, Shelby badging and specialty paint scheme. The car will be built at Chrysler's Belvidere (Ill.) assembly plant.

NHTSA proposes rule change for panel symbols

WASHINGTON. — NHTSA has proposed allowing some new instrument-panel symbols in an attempt to bring U. S. standards into harmony with international ones.

Resulting partly from a petition from Renault, the proposed rule would make minor adjustments in the symbols used for such items as turn signals and the brake fluid indicator light.

Sept. 1, 1985, is the proposed effective date for voluntary use of the new symbols. Jan. 3, 1983, is the deadline for comment.

AMC extends Le Car incentive

SOUTHFIELD, Mich.—American Motors has extended the wholesale dealer incentive purchase program on Renault Le Car, called Le Car Sellabration, from Nov. 15 to Nov. 30.

Dealers receive zero for the first unit they buy, $200 for the second, $300 for the third, $400 for the fourth, $500 for the fifth and $600 for the sixth and over.

The retail portion of Le Car Sellabration—under which dealers received $200 for each '82 3-door and $500 on each '82 5-door they retailed and delivered —ended Nov. 15 on schedule.

Where Auto Market was in October

	Total Sales	Pct. of Total
SUBCOMPACT	98,292	14.98
COMPACT	107,856	16.43
INTERMEDIATE	150,857	22.99
STANDARD	86,428	13.17
LUXURY	44,438	6.77
IMPORT	168,379	25.66
TOTAL	656,250	100.00

THERE IS SOMETHING NEW UNDER THE SUN . . .

THE NORTHWOOD FLORIDA EDUCATION AND CONFERENCE CENTER

LOOK FOR THE DEC. 9-10 SCHEDULE OF MANAGEMENT SEMINARS IN NEXT WEEK'S AUTOMOTIVE NEWS

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Week's total trimmed to 88,730

7 plant closings reduce auto output

By Patricia Hoffman
Staff Writer

With seven more assembly points closed for inventory control, last week's domestic car production dipped considerably below the previous week's total.

Last week, the makers targeted 88,730 units, down 19.27 percent from 109,908 the previous week, and down 10.06 percent from last year's 98,652 units.

So far this year, the manufacturers have assembled 4,512,732 cars, a 21.32 percent decline from 5,735,309 units built the same time last year.

The General Motors Tarrytown, Van Nuys, Willow Run and Wilmington facilities were idle last week due to high inventories. Tarrytown is slated to resume operations today (Nov. 15). Willow Run is scheduled to return Nov. 22, while Van Nuys and Wilmington will remain idle until Nov. 29.

Also down last week to control inventory were Ford Motor's Metuchen and Wayne facilities, plus Chrysler Corp.'s Belvidere point.

GM's Lordstown facility, idled Nov. 1, remained down last week for inventory control. Production is slated to resume today.

The GM Bowling Green and Ford Lorain points remain closed for model changeover. Both points, idled Oct. 13, are slated to resume in December.

Operations resumed last week at GM's Oklahoma City facility. Production was halted there Oct. 25 due to high inventories.

The GM Detroit plant operated on daily and Saturday overtime schedules last week. Also operating six days last week were GM's Baltimore point and Ford's Wixom facility.

Mercedes Pullman limousine unveiled

Royal Coach Division of 611 Group, Inc., has introduced this Pullman version of the Mercedes-Benz 300-SD or 380-SEL sedans. The 47-inch double cut has a formal roof design that gives the rear-seat passenger 2½ inches more headroom than the conventional sedan. Standard equipment includes TV, electronic bar and intercom. Dealer cost is $32,000 to $35,000.

Six plants return to work; truck output rises for week

Domestic truck production fared slightly better last week than in the previous week as six assembly points returned from downtime for inventory control.

Last week, the makers scheduled 27,614 units, a 3.33 percent gain from the previous week's 26,725, and up 5.60 percent from 26,149 units built in the comparable 1981 period.

So far this year, the manufacturers have assembled 1,690,124 trucks, up 15.31 percent from last year's 1,465,752.

General Motors idled its Janesville, Moraine (S-truck), Pontiac (medium-duty line) and St. Louis facilities last week due to high inventories. Pontiac and Janesville are slated to resume operations today (Nov. 15), while Moraine and St. Louis will remain down another week.

Also closed last week for inventory control was Chrysler Corp.'s Belvidere point. Production is scheduled to resume Nov. 22.

Ford Motor's Louisville and Twin Cities facilities were idle for the second week last week due to high inventories.

Back last week following downtime to control overstocked inventory were: GM's Flint (No. One) point; Ford's Kansas City, Norfolk and San Jose plants, and International Harvester's Fort Wayne and Springfield facilities.

Volkswagen of America's Westmoreland point remained closed for model changeover.

Slump and strike cut Canadian car production 70 pct.

A strike, poor sales and high inventories idled three car assembly points last week, pulling Canadian auto production down 70.14 percent from the previous week's total.

Last week, the makers finished only 6,346 units, down from 21,254 built the previous week, and down 64.51 percent from last year's 17,881 units.

Year-to-date, the car manufacturers have assembled 742,702 units, a 4.36 percent gain from 711,672 completed in the comparable 1981 period.

Truck production last week reached 5,775 units, a 33.20 percent decline from the previous week's 8,645. Output fell 42.24 percent from 9,998 units built the same week last year.

So far this year, the truck makers finished 431,865 units, down 3.23 percent from last year's 446,282.

Chrysler Corp.'s Windsor car and truck facilities were idled last week (Nov. 8) by the strike which began Nov. 5. About 10,000 hourly and salaried workers walked off the job.

General Motors' Oshawa car and truck facilities were idled last week due to sagging sales. Operations at both points are slated to resume today (Nov. 15). The Oshawa car plant will be closed again for the week of Nov. 29, and both car and truck facilities will be idle the week of Dec. 6.

Ford Motor Co.'s St. Thomas point joined the company's Oakville car plant in downtime last week, caused by overstocked inventory. Operations were idled at Oakville Nov. 1 and are scheduled to return today. St. Thomas is slated to resume production Nov. 22.

Ford's Oakville truck facility, idled Nov. 1 to cut inventories, returned last week.

BMW prices up 2 pct. for 1983

MONTVALE, N. J. — BMW of North America has increased prices an average of 2.03 percent on its 1983 models. The 320i two-door sedan is unchanged at $13,290, and the fancier models are up $660 to $2,215.

The 528e four-door sedan is $23,985 (up $660); the 733i four-door sedan is $34,300 (up $985), and the 633CSi coupe is $39,210 (up $2,215). New standard equipment for the 633CSi includes on-board computer, electronic service interval indicator and improved suspension.

BMW has a new model for '83, the 533i four-door sedan. It is priced at $28,985.

U. S. CAR PRODUCTION

	Week Ended Nov. 13, 1982	Week Ended Nov. 14, 1981	Week Ended Nov. 6, 1982	Nov. to Date	Jan. 1 to Nov. 14, 1981	Jan. 1 to Nov. 13, 1982
AMERICAN MOTORS	3,800*	2,550*	3,932*	7,732*	107,122*	85,883*
AMC Total	800*	2,550*	809*	1,609*	107,122*	46,937
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
Renault Total	3,000*	.....	3,123*	6,123*	.....	38,946*
Alliance	3,000*	.....	3,123*	6,123*	.....	38,946*
CHRYSLER CORP.	9,050	7,176	15,219	24,269	687,511	523,406
Plymouth Total	2,950	2,150	5,663	8,615	340,373	210,471
Horizon	.....	31	2,281	2,281	127,414	68,006
Reliant	2,900	2,119	3,311	6,211	203,372	141,289
Caravelle ('81)	.....	.....	.....	.....	2,139	.....
Caravelle ('83)	50	.....	73	123	.....	1,176
Gran Fury	.....	.....	.....	.....	7,448	.....
Chrysler Total	1,900	2,508	2,533	4,433	46,989	100,734
LeBaron	1,200	2,508	1,364	2,564	42,127	87,791
Chrysler	.....	.....	.....	.....	4,862	.....
Chrysler E-Class	700	.....	1,169	1,869	.....	12,943
Dodge Total	4,200	2,518	7,021	11,221	300,149	212,201
Omni	.....	.....	2,241	2,241	114,213	63,641
Aries	3,200	1,472	3,567	6,767	159,513	112,269
Diplomat	.....	.....	.....	.....	12,644	.....
Dodge 400	500	1,046	551	1,051	10,097	27,644
Dodge 600	500	.....	662	1,162	.....	8,647
St. Regis	.....	.....	.....	.....	3,682	.....
FORD MOTOR	21,100	14,497	26,041	47,141	1,212,187	961,784
Ford Division	11,868	8,041	15,987	27,855	822,579	601,534
Escort	1,286	3,739	6,079	7,365	328,662	235,973
Fairmont	3,706	3,677	3,336	7,042	164,469	110,671
Must./Must. II	1,862	.....	1,892	3,754	136,947	110,710
LTD/Granada	4,839	625	4,680	9,519	91,976	108,857
Thunderbird	.....	.....	.....	.....	58,437	29,326
Ford	.....	.....	.....	.....	40,886	.....
EXP	175	.....	.....	175	1,202	5,997
L-M Division	9,232	6,456	10,054	19,286	389,608	360,250
Mercury Total	6,837	4,791	7,642	14,479	331,484	275,175
Lynx	444	1,541	1,424	1,868	110,422	73,185
Capri	369	.....	327	696	44,951	30,114
Zephyr	1,114	959	1,029	2,143	47,266	35,307
Marquis/Cougar	1,936	643	1,923	3,859	42,298	49,883
XR-7	.....	.....	.....	.....	27,321	10,580
Mercury	2,906	1,648	2,939	5,845	58,569	74,486
LN7	68	.....	.....	68	657	1,620
Lincoln Total	2,395	1,665	2,412	4,807	58,124	85,075
Continental ('82)	480	833	482	962	9,345	17,544
Lincoln	1,433	510	1,447	2,880	24,724	40,947
Mark VI	482	322	483	965	24,055	26,584
GENERAL MOTORS	51,455	70,430	64,691	116,146	3,572,081	2,868,488
Buick Division	12,130	11,663	15,435	27,565	791,061	669,050
Skylark	.....	.....	3,723	3,723	242,775	125,254
Skyhawk J	1,035	.....	1,025	2,060	.....	59,843
Century	1,940	1,611	1,379	3,319	93,472	100,006
Regal	4,040	4,784	4,126	8,166	238,530	184,061
Buick	4,130	3,530	4,195	8,325	154,984	162,011
Riviera	985	1,738	987	1,972	61,300	37,875
Cadillac Division	7,075	5,329	6,916	13,991	232,576	212,678
Cimarron	540	339	413	953	21,580	7,624
Seville	590	300	590	1,180	21,808	19,743
Eldorado	1,265	1,190	1,272	2,537	51,892	49,982
Cadillac	4,680	3,500	4,641	9,321	137,296	135,329
Chevrolet Division	11,525	27,665	16,899	28,424	1,313,382	913,145
Chevette	.....	7,371	5,107	5,107	315,573	189,987
Cavalier	1,860	8,478	1,782	3,642	121,109	81,777
Celebrity	1,220	2,215	.....	1,220	6,391	59,697
Camaro	2,185	422	4,925	7,110	89,684	196,011
Citation	1,200	2,426	.....	1,200	278,822	145,132
Malibu	2,639	3,527	2,628	5,267	207,015	110,095
Monte Carlo	1,921	2,701	1,956	3,877	124,271	70,112
Chevrolet	500	525	501	1,001	144,566	37,820
Corvette	.....	.....	.....	.....	25,951	22,514
Oldsmobile Division	17,470	13,813	19,828	37,298	759,402	685,963
Omega	.....	.....	1,620	1,620	125,426	68,793
Firenza	1,135	.....	1,122	2,257	.....	40,905
Cutlass	5,340	4,816	6,097	11,437	336,786	187,139
Cutlass/Ciera	3,440	2,410	3,448	6,888	9,515	109,989
Oldsmobile	6,670	5,367	6,657	13,327	247,835	248,953
Toronado	885	1,220	884	1,769	39,840	30,184
Pontiac Division	3,255	11,960	5,613	8,868	475,660	387,652
Acadian†	.....	281	134	134	17,216	9,489
2000	.....	4,375	.....	.....	74,329	34,516
1000	.....	1,729	488	488	81,281	32,760
Firebird	1,175	186	2,422	3,597	44,512	117,171
Phoenix	.....	553	802	802	89,512	42,327
G. Prix/3'ville ('83)	2,080	3,685	1,767	3,847	109,924	121,047
A6000	.....	1,151	.....	.....	6,795	30,342
LeMans	.....	.....	.....	.....	42,027	.....
Pontiac	.....	.....	.....	.....	10,064	.....
HONDA	75*	.....	25*	100*	.....	100*
VOLKSWAGEN	3,250	3,899	.....	3,250	154,439	70,908
CHECKER	.....	100*	.....	.....	1,969*	2,163*
Total Cars, U. S.	88,730	98,652	109,908	198,638	5,735,309	4,512,732

TRUCK PRODUCTION IN U. S.†

	Week Ended Nov. 13, 1982	Week Ended Nov. 14, 1981	Week Ended Nov. 6, 1982	Nov. to Date	Jan. 1 to Nov. 14, 1981	Jan. 1 to Nov. 13, 1982
CHEVROLET	9,228	8,367	12,095	21,323	417,930	587,536
DODGE	2,100	2,000	2,402	4,502	83,109	111,521
FORD	10,537	7,544	5,618	16,155	570,248	610,891
GMC	1,969	3,462	4,060	6,029	152,250	203,494
INTERNATIONAL	1,030	1,267	.....	1,030	61,971	40,910
VOLKSWAGEN	.....	559	.....	.....	35,800	8,103
JEEP	1,700*	1,500*	1,500*	3,200*	81,188*	76,539*
AM GENERAL	50*	50*	50*	100*	3,336*	2,130*
MISCELLANEOUS	1,000*	1,400*	1,000*	2,000*	59,920*	49,000*
Total Trucks, U. S.	27,614	26,149	26,725	54,339	1,465,752	1,690,124

CANADIAN TRUCK PRODUCTION

	Week Ended Nov. 13, 1982	Week Ended Nov. 14, 1981	Week Ended Nov. 6, 1982	Nov. to Date	Jan. 1 to Nov. 14, 1981	Jan. 1 to Nov. 13, 1982
CHRYSLER CORP.	.....	1,639	4,191	4,191	74,090	92,404
FORD MOTOR	3,215	2,659	96	3,311	122,352	118,535
GENERAL MOTORS	2,300	5,466	4,096	6,396	239,698	211,196
INTERNATIONAL	260	234	262	522	10,142	9,730
Total Trucks, Canada	5,775	9,998	8,645	14,420	446,282	431,865
N. American Trucks	33,389	36,147	35,370	68,759	1,912,034	2,121,989

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

CANADIAN CAR PRODUCTION

	Week Ended Nov. 13, 1982	Week Ended Nov. 14, 1981	Week Ended Nov. 6, 1982	Nov. to Date	Jan. 1 to Nov. 14, 1981	Jan. 1 to Nov. 13, 1982
AMERICAN MOTORS	1,200	980	1,219	2,419	30,602	28,234
CHRYSLER CORP.	.....	1,790	6,368	6,368	55,750	144,488
FORD MOTOR	826	6,675	5,022	5,848	190,001	250,164
GENERAL MOTORS	4,140	8,256	8,465	12,605	426,209	310,854
VOLVO	180	180	180	360	9,110	8,962
Total Cars, Canada	6,346	17,881	21,254	27,600	711,672	742,702
N. American Cars	95,076	116,533	131,162	226,238	6,446,981	5,255,434
N. American Trucks	33,389	36,147	35,370	68,759	1,912,034	2,121,989
North American Cars and Trucks	128,465	152,680	166,532	294,997	8,359,015	7,377,423

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

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Automotive News

November 22, 1982

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New-car sales in November get strongest start since '78

By Jenny L. King
Staff Writer

Early-November new-car sales showed some refreshing signs of life with their best first-period rate since March of 1981 and best early-November total since the boom year of 1978.

Interest-rate and sales-incentive programs aimed at clearing out the rest of the 1982s probably had a lot to do with the first-period sales spurt.

Nov. 1-10 domestic sales totaled 188,441, up 32.57 percent from 142,143 last year. There were nine selling days in the period this year compared with eight in 1981, yielding a current daily-selling rate of 20,938, up 17.84 percent from 17,768 a year earlier.

General Motors enjoyed a 37.17-percent sales increase in the period with sales of 124,566 compared with 90,811 in 1981. On a daily-rate basis, GM sales were up 21.94 percent. Ford Motor Co. reported sales of 40,515, up 33.80 percent from 30,280 (up 18.94 percent daily rate).

Chrysler Corp. dealers retailed 16,791 new cars during the period, up 9.68 percent from 15,309 (down 2.49 percent daily rate). Estimated sales of American Motors passenger cars were 4,500, up 66.67 percent from the

Continued on Page 45, Col. 1

Tailored for NASCAR

Monte Carlo SS debuts

Debuting this week at the South Florida Auto Show in Miami Beach is the Chevrolet Monte Carlo SS, a performance model with a distinctive front end, air dam and a spoiler on the rear deck. There is no exterior brightwork, and the car has an aerodynamic drag coefficient of .375—15 percent lower than a stock Monte Carlo. The engine is a 5.0-liter (305-CID) V-8 rated at 175 HP. Production is scheduled to begin early in 1983. The Monte Carlo SS has been approved by NASCAR for Grand National Stock Car racing.

DeLorean Motor dies, but legal snarls linger

By Edward Lapham
Financial Editor

DeLorean Motor Co. is essentially out of the car business following a Federal Bankruptcy Court ruling in Detroit which allowed Ohio-based Consolidated International, Inc., to retain possession of 649 cars, plus the company's parts inventory, for $1.5 million.

Judge George Woods approved a proposed settlement in the adversary proceeding between DMC and Consolidated plus its affiliated Group Investors, Inc. (CG) (Related story on Page 50).

The ruling and opinion, which said in effect "a bird in the hand is worth two in the bush" came after earlier claims that various investor groups might be able to make better offers for the assets failed to materialize.

Two DMC-Cadillac dealers, Charles DeLorean, Cleveland, and Don Massey, Detroit, were part of one group which had sought to acquire the cars and parts. Charles DeLorean is a brother of John DeLorean.

In addition to the cars, which CG acquired in lieu of an $8.8 million debt, and the parts, the Ohio firms also acquired from the receivers of the bankrupt factory DeLorean Motor Cars, Ltd., 1,090 DeLorean cars for $12,500 each.

Despite the acquisition of these cars and parts by CG, the DMC story is not yet over.

Although it was generally agreed there are few assets left to divide among the secured and unsecured creditors, it is not likely the DMC affair will end quickly.

The schedule of statements and affairs, which will accurately list the company's assets and liabilities, will not be filed until Dec. 15.

In a creditors' hearing last Monday (Nov. 15), a tentative list was provided by DMC Secretary George Hayward.

He said assets included the $1.8 million in parts inventory, sold the following day to CG; 649 cars, also acquired by CG the next day; "several other vehicles;" $300,000 to $400,000 in dealer accounts receivable; $2 million in a partnership equity; $3.2 million owed DMC by its subsidiary, Composite Technology Corp., also in Chapter 11, and some office furniture.

Liabilities included $17 million owed to the Northern Ire-

Continued on Page 50, Col. 1

American Motors faces belt-tightening time

By Joseph Bohn
Marketing Editor

SOUTHFIELD, Mich.—American Motors was expected to send out layoff notices to salaried employes last Friday, as part of a previously announced streamlining and restructuring of its automotive operations.

Reportedly, cutbacks ranging up to 20 percent, or 1,250 employes, will begin taking effect by Dec. 3 through a combination of attrition, early retirements and layoffs.

It was learned that AMC is closing its Cincinnati and Minneapolis zone offices as part of the move, with some employes being transferred and others let go.

An AMC spokesman would not confirm the exact timing of the layoff notices or the number.

He did say affected employes would be notified before the end of the year.

"Until the review of all our (automotive) operations, line and staff, is completed and final decisions made . . . we can't determine the actual number of layoffs," he said.

AMC currently has about 6,300 employes in its automotive operations, he added, noting that the company had already reduced its head count by 13 percent from 1980 through the early part of this year.

AM General, which deals heavily in government sales, is not expected to be affected.

Industry sources said many veteran employes will be gone from the company before the year is up.

AMC has had some substantial losses because of the slow, flat car market and is "bringing costs into line with the anticipated buying climate," said the spokesman. Forecasters say the industry will get only modestly better at a slow pace in 1983.

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Import inventory rises to 56 days; shortages persist

By Richard A. Wright
Assistant Managing Editor

While the domestic new-car inventory held steady at 69 days during October — although the unit count dropped by more than 50,000 — the stockpile of new imported cars in the U. S. climbed to a 56-day supply Nov. 1 — up from 48½ days a month earlier.

The inventory of new imported cars in the U. S. Nov. 1 totaled 365,467, up from 354,500 on Oct. 1.

While the overall import inventory was up, some severe shortages persisted in certain lines.

The inventory of new imported pickup trucks was down, however, to an 86½-day supply Nov. 1, compared with a 98-day stock Oct. 1. There were 127,019 new trucks on hand Nov. 1, compared with 138,417 a month earlier.

The combined imported car and truck inventory Nov. 1 totaled 492,486 units, virtually unchanged from 492,917 a month earlier. Because of the lower new-car daily sales rate in October, however, the combined stockpile represented a 62-day supply Nov. 1, up from 56½ days a month earlier.

The combined domestic and imported new car inventory Nov. 1 totaled 1,661,171, a 66-day supply, compared with 1,704,866, a 60-day supply, a month earlier.

The inventory of Japanese-built cars jumped to 247,567 Nov. 1, a 47-day stock, compared with 234,331 a month earlier, a 39-day supply.

Despite the increase, several nameplates were still in very short supply, including Honda, 24 days, and Toyota and Subaru, both with 28-day supplies.

• Other Japanese lines and their days-supply figures Nov. 1 were: Mazda, 58; Nissan, 72½; Isuzu, 94, and Mitsubishi, 135. In addition, Chrysler Corp. had a 142½-day stock of Mitsubishi-built cars, including Plymouth Colt, 149; Dodge Colt, 129; Plymouth Sapporo, 147½, and Dodge Challenger, 157½.

The stockpile of West German-built new cars totaled 73,400 Nov. 1, down a bit from 74,569 a month earlier. But the Nov. 1 inventory represented a 104-day supply, up from 88 days a month earlier.

Mercedes-Benz was shortest with a slim 28-day supply, followed by Porsche, 49; BMW, 55; Audi, 171, and Volkswagen, 204. In addition, VW had a 72-day supply of U. S.-built Rabbits, for a total 124-day supply.

Days-supply figures for other European lines Nov. 1 included Volvo, 55; Jaguar, 56; Saab, 63; Peugeot, 114; Renault, 148; Fiat, 235, and DeLorean, 273. (It should be noted that much of the stock of the DeLoreans at the beginning of November was tied up in legal entanglements, which have since been solved.)

Days-supply figures for new imported pickup trucks in inventory Nov. 1 were: Toyota, 54; Ford Courier, 77; Mazda, 77½; Nissan, 93; Chrysler Corp./Mitsubishi, 128; Isuzu, 151; Mitsubishi, 228, and Chevrolet LUV, 238.

breaking news

Smith denies GM-Isuzu report

DETROIT. — A report in last week's Automotive News that General Motors had reached an agreement to build 300,000 Isuzu cars a year in the U. S. has been denied by GM Chairman Roger B. Smith. Smith told Automotive News GM is still negotiating with Toyota to build a version of the new Corolla in this country. He said GM's deal with Suzuki to supply vehicles to the U. S. market involves 90,000 minicars.

Ford to close San Jose assembly plant

MILPITAS, Calif.—Ford Motor Co. will close its San Jose assembly plant by next June 1 because of what the company called "the continuing influx of imported vehicles into markets served by the plant." Escort, EXP, Lynx and LN7 cars and F-series light trucks are built at the San Jose plant. Ford has been producing vehicles at the plant for 27 years.

Ford Ranger, Bronco II get a V-6 option

Ford Motor Co. will buy 2.8-liter V-6 engines from Ford of Europe for use as an option in Ranger and Bronco II trucks. The agreement, according to a source, calls for the purchase of 1.8-million engines at a rate of 200,000 per year from the Ford plant in Cologne, Germany. The V-6, modified for truck use, will be available for the Bronco II Job One (1984-model) date of Jan. 17.

See BREAKING NEWS, Page 8, Col. 1

Presidential nominee a tough bargainer

Bieber follows ideals of UAW in quiet style

By Marjorie Sorge
Labor Editor

DETROIT.—The UAW won't make any 360-degree turns in philosophy under its new leadership.

Owen Bieber, 52, the administrative caucus' candidate to replace retiring President Douglas A. Fraser, follows the same ideals as Fraser and past Presidents Leonard Woodcock and Walter Reuther. He believes the UAW should move forward, branch out in its activities and be flexible.

"The secret to the success of this union is maneuverability," he said in a recent AUTOMOTIVE NEWS interview.

But while the philosophies won't change, some of the style will. Fraser has been an outgoing, gregarious president with a wry sense of humor. And, as one observer said, Fraser has the ability to look at someone across the table and that person can tell by the look that he is ready to jump across the table and strangle you if you don't change your ways.

Bieber is a quieter man who seems to think about each word and its impact before he says it. Insiders say he is patient and level-headed, able "to walk into a maelstrom and not become emotionally involved in the things around him. That may prove to be his best quality."

Bieber is loosening up a bit. He is becoming more relaxed and less structured, especially in public appearances and with the press. But insiders say he will probably never display Fraser's type of off-the-cuff sense of humor or remarks. They say Bieber would probably never call someone a "horse's ass" in public as Fraser did when referring to then General Motors Chairman Thomas Murphy during GM negotiations in 1979.

Bieber also has the respect of his counterparts at GM. He is currently a UAW vice president and director of the GM department.

"I am very, very pleased with Owen's assignment," said Alfred S. Warren, GM vice president, industrial relations. "It bodes well for both the industry and the UAW."

According to Warren, Bieber is an astute bargainer who will continue guiding the union down the same road as past presidents.

"Owen's a tough man to bargain with," Warren said, "but I don't mind tough bargainers as long as I know where they are (in their thoughts) and with Owen, I do. He is an honest man".

While Bieber is the candidate of the administrative caucus' (the 26-member executive board and the 300-member steering committee), he still must be elected by the 3,000 delegates to the UAW's Constitutional Convention in Dallas next May.

Bieber won the nomination for the $72,000-a-year-job as president from Secretary-Treasurer Raymond Majerus. The first board vote showed a 13-13 tie for the two candidates. Bieber won on the second ballot by a vote of 15-11. The board then voted to make the choice unanimous.

Vice President Donald Ephlin was also a candidate to lead the 1.2 million member UAW, but withdrew from the race before the voting began because of lack of support.

After his election, which is al-

Continued on Page 45, Col. 4

UAW's choice

UAW presidential nominee Warren Bieber: Traditional ideas, but with a quiet new style.

UAW to eliminate one VP position at May parley

DETROIT. — There will be one less vice president at the UAW after its Constitutional Convention in May.

According to UAW President Douglas A. Fraser, only one of the two vice presidencies vacated in May will be filled because of the shrinking membership in the union. He said Bill Casstevens has been nominated by the 26-member International Executive Board and the 300-member steering committee to fill the vacant vice presidency.

The UAW has lost 300,000 members since the start of the recession in the auto industry in 1980.

Under regular circumstances, there would be two vice presidential openings in May following the retirement of Martin Gerber, also director of organizing, and the one vacated by the presidential nominee, Owen Bieber, if he is elected by the convention. Fraser said the position vacated by Gerber will not be filled.

The UAW will also eliminate an additional vice presidency in the future when there is a vacancy provided it does not upset the racial or gender balance, Fraser said. There is currently one black vice president and one woman vice president.

Casstevens, who will fill the open vice presidency, is a director of Region 2 covering Northeast Ohio and Northwest Pennsylvania. He joined the UAW in 1945 after being hired at the General Motors Fisher Body Coit Rd. plant in Cleveland. He became a director of Region 2 in 1970 and, at 54, is one of the youngest members of the UAW International Executive Board.

In addition, the union will also reduce the Detroit regions to two as regional directors retire over the next few years.

Besides Fraser and Gerber, five regional directors will retire at the May convention.

Remote-control top

Convertible Specialists, Gardena, Calif., has developed a remote-control convertible conversion for the Datsun 200-SX. Operable by a remote unit from 800 feet away, the conversion carries a dealer price of $3,495. The firm says it has a self-latching top in prototype stage. Convertible conversion without remote control is $2,995.

Fewer areas to be covered

EPA plans eased '84 altitude rules

By Jake Kelderman
Washington Staff Writer

WASHINGTON.—U. S. auto makers should have an easier time meeting 1984 "all-altitude" emission requirements under new proposals issued by the EPA.

In the first of two steps to ease a requirement that many auto makers had feared might eliminate certain low-power-to-weight automobiles (the 1984 requirement demands that cars and light trucks meet low-altitude emission standards even at altitudes as high as 7,000 feet), EPA is proposing to reduce the number of states and localities wherein only cars and light trucks modified for high-altitude operation may be sold.

The counties to be excluded from the requirement are located in Arizona, Idaho, Montana, Nebraska, Oregon, Texas, and Wyoming and cover areas both below and above the 5,200-foot altitude of Denver.

EPA's rationale is that those areas are already in compliance with National Ambient Air Quality standards for auto-related pollution and will continue to be even with the removal of the high - altitude vehicle requirement.

Thus, continuing to charge car buyers there $23 extra for high-altitude modifications is not cost beneficial.

• Cars and light trucks designed to meet emission standards at low altitudes generally will emit about 50 percent more hydrocarbons and 100 percent more carbon monoxide in places like Denver.

The EPA proposal would retain the high-altitude emission requirement for Colorado, Nevada, New Mexico and Utah, where compliance with the ambient standards in the high-altitude areas is yet to be achieved.

The easing of the 1984 "all-altitude" requirement comes about because the elimination of the aforementioned high-altitude counties effectively lowers the high altitude compliance test point to 5,200 feet, or Denver.

In so doing, the cost of complying with the 1984 "all-altitude" requirements is substantially reduced.

For instance, the large number of vehicles that now employ feedback emission control systems will now likely be able to meet the "all-altitude" requirement without modification.

Low power-to-weight vehicles, the ones most jeopardized by the "all-altitude" requirement, could comply by the addition of a single aneroid at a cost of approximately $10.

• Had EPA not eliminated the high-altitude counties, the 1984 "all-altitude" requirement would have made it necessary for most vehicles to be fitted with at least one aneroid device and some with more costly variable aneroids.

Regulations spelling out the 1984 high-altitude compliance procedures will be issued by the EPA in December.

EPA said it would hold a hearing by Nov. 22 on the issue of eliminating the counties, if someone asked for one. That was not expected, however, as environmental groups and other parties who might logically be expected to oppose the move, have agreed to go along.

Thus, the EPA and the auto industry will in effect have attained one of their major goals in this year's failed attempt to rewrite the Clean Air Act—an easing of the "all-altitude" requirement at a savings of more than $100 million.

Environmentalists will have gained too, though, for stricter emission control for the truly polluted high-altitude areas will also be in effect.

GM issues wiper recall

DETROIT. — General Motors is recalling about 5,300 early-production 1983 Oldsmobile Toronado, Buick Riviera and Cadillac Eldorado and Seville models for modification of the windshield wiper system.

It has been determined that the capacitor in the windshield wiper motor may overheat and fail, possibly causing loss of windshield wiper operation or an underhood fire.

GM has received four reports of underhood fires which may have been caused by this condition. There have been no reports of injuries, GM said.

On, Wisconsin!

Wisconsin Gov. Lee S. Dreyfus takes delivery of the first of 427 Alliances the state is buying from American Motors for use by its various agencies. George A. Maddox, vice president of manufacturing operations for AMC, goes along with Dreyfus for the ride from the Kenosha plant where the Renault Alliances are being built.

BMW deal for Belliveau

CANTON, Conn. — Canton BMW, Inc., has opened. Daniel Belliveau is president.

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58th year — No. 4942

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Autocar back with tandem steering axle

GREENSBORO, N. C.—Volvo White Truck Corporation has announced the return of a "tandem-tandem" Autocar model, and said it is "renewing emphasis on the custom-built capabilities for Autocar buyers."

"This isn't the first time anyone has seen a tandem steering front-axle conventional," said Larry Oliphant, Autocar Division vice president.

"In fact, this isn't the first time it has been available on Autocar trucks," he added. "Some of our customers wanted it again, so we brought it back—to show the 'muscle truck' is built to satisfy even the toughest applications."

The 8x4 configuration Model DC64F, is used primarily for oilfield services, Oliphant said, although the tandem steering front axle also is well-suited for specialized heavy applications in construction, logging, and other on/off highway operations.

• "With more weight distributed to the front axle, GVW ratings of 74,000 to 101,000 pounds can still meet many state weight requirements," Oliphant said. "The 8x4 design also allows the payload to be distributed proportionally over a greater number of axles, which results in less ground load bearing pressure per tire and improved flotation in soft terrain."

The Autocar double tandem package includes two Rockwell FL951 front axles at a combined 44,000 pound capacity. Suspension is a 40,000 pound Neway TL640. Brakes are 15x6-inch Stopmaster with 13-1/16-inch BC hubs and drums.

Front wheels are 24x8.5-inch

Continued on Page 37, Col. 2

Ford develops truck diesel for Brazilian market

By Roger Rowand
Engineering Editor

TROY, Mich.—Ford Motor Co. has developed a 4.4-liter, four-cylinder diesel engine for use in its best-selling Brazilian light and medium trucks.

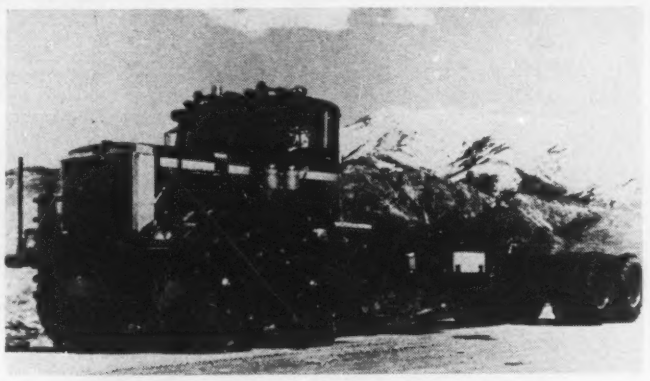
The new power plant is a derivative of a Ford farm-tractor engine. It generates 93 HP and has a high-torque capability ideal for Brazilian truck applications, said Mervyn H. Manning, general manager, Ford Tractor Operations.

"The new engine is a derivative of our proven tractor diesel and benefits from Ford Tractor's worldwide experience in producing more than 4 million diesel engines in the past three decades," Manning said.

The new truck engine is being built in Taubate and Sao Bernardo do Campo, Brazil.

"Work on the 4.4-liter truck diesel program began in June, 1980, to keep pace with a growing demand for 4-cylinder truck diesels in Brazil," he said.

"Sales of trucks equipped with diesels in Brazil have increased more than 400 percent since 1975, and Ford's share of this market has grown even faster than the industry average, due to the success of the F-4000 and the new F-2000 models," he said.



'Double-tandem' Autocar revived

In response to customer demand, Volvo White Truck Corp. has revived an Autocar with a tandem steering front axle conventional. The 8x4 Model DC64F is used primarily for oil-field services, but is well suited for tough jobs in construction, logging and other on/off-highway operations.

2 new transmissions introduced by Clark

INDIANAPOLIS. — Two new five-speed transmissions for Classes 6 and 7 trucks are the first major product offerings of the new Clark Automotive Products Corp., formerly the Components Division of Clark Equipment Co.

The transmissions, introduced at a press conference during the annual SAE truck and bus meetings here, were developed under a design and manufacturing program which Clark called "Best Available Technology."

Robert W. Wolfe, engineering director, cited some of the most important features of the new transmissions, the CL 450 and the CL 550:

A process called shot-peening, in which a high-speed bombardment of the machined surfaces with properly sized steel balls provides a controlled compressive residual stress on the gears.

Wolfe said the technique makes it possible to use smaller gears which have greater resistance to metal fatigue.

"As a result, the new Clark transmissions have the highest torque-capacity-to-weight ratio of any five-speeds in their respective torque ranges," he added.

A proprietary CAD (Computer-Aided Design) program has resulted in a number of important breakthroughs, including gears with greater helix and pressure angles to minimize pitting of teeth and provide additional life.

• The use of constant-mesh gearing in all gears (including low and reverse) eliminates gear tooth damage.

With Clark positive torque-lock, resistance to gear jump-out increases as the amount of torque from the engine increases. The higher the torque, the more secure the gear engagement, Wolfe said.

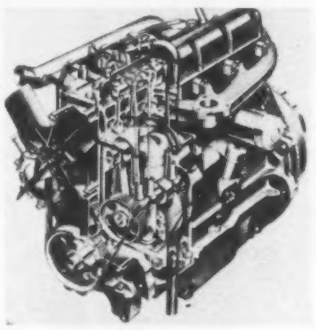
Extensive use of needle roller bearings in both transmissions helps increase efficiency and extend life, he added.

"Exclusive Clark split-pin synchronizers are comparable in size to those used in much higher capacity transmissions, resulting in a better synchronizer-to-gear-size ratio," Wolfe explained.

"They're simpler and more durable, with large cone diameters to increase synchronizing ability and insure long life."

Wolfe said the Clark progres-

Continued on Page 37, Col. 2



Farm bred

Ford has redesigned this farm tractor diesel for truck use in Brazil. Its basic characteristics include, Ford says, impressive durability, efficient protection from dust and dirt, simple maintenance and the ability to work with fuel of less than the most desirable quality.

HD registrations for nine months down 18.7 percent

Nine-month registrations of new heavy trucks in the U. S. dropped 18.7 percent below last year's total, and there is little likelihood of any change in the final three months of the year.

During the January-September period, according to R. L. Polk & Co. statistics, there were 97,829 Groups 7 and 8 tallies, compared with 120,276 in 1981.

The 1982 count through September was down 34 percent from the 148,194 heavies registered in the first nine months in the first year of the current decade.

Tallies were off substantially this year for both Groups 7 and 8 vehicles.

The Group 7 count was 43,118 units, down 15.1 percent from last year's 50,816. The Group 8 total of 54,711 units was 21.2 percent lower than the year-earlier 69,460.

During the first nine months of 1980, Group 7 registrations totaled 60,365 units, 40 percent higher than this year's count. And the Group 8 tallies through September two years ago hit 87,829 units, almost 61 percent

Continued on Page 37, Col. 1

truck industry news

Truck registrations for 9 months rise 6.6 pct. over 1981

With light trucks accounting for almost 93 percent of the total, registrations of new trucks of all types in the U. S. through September were up slightly over the first nine months of 1981.

Table on Page 46.

According to R. L. Polk & Co. statistics, 1,775,915 new trucks were registered in the January-September period, an increase of 6.6 percent over last year's 1,665,676.

This year, light trucks were the only market segment to show a gain in tallies over the 1981 totals. A year ago, all three market segments were down from the 1980 count.

Through September, 1,644,672 light trucks were registered in the U. S., up 9.4 percent over the year-earlier 1,503,478 units. There were good gains in all three of this market segment's weight classifications.

The Group 1 total for the nine months was 924,170 units, 10.7 percent higher than last year's 834,585. Group 2 was up 7 percent, from 659,445 units in 1981 to 705,752. There were 14,750 Group 3 tallies, an increase of 56.1 percent over last year's 9,448 units.

• Registrations of the Japanese-built, non-captive compact trucks also showed a small gain over last year in spite of the stiffer competition from the domestic compacts introduced in the 1982 model year.

Through September, the non-captive total was 240,340 units, up 2.3 percent over the previous year's 235,011.

Medium-truck tallies for the nine months dropped 20.3 percent below the year-ago count, with declines in all three of this market's weight groups. The January-September count was 33,414, compared with 41,922 units in 1981.

Only seven Group 4 trucks were registered in the first nine months, versus 11 a year ago.

Continued on Page 37, Col. 2

General, Goodyear get Nissan tire orders

SMYRNA, Tenn. — General Tire & Rubber Co. and Goodyear Tire & Rubber Co. have been awarded contracts totaling $28 million to supply tires for the new Nissan light-truck assembly plant scheduled to begin production here next August.

Goodyear and General tires will appear on 1984 model Nissan compact trucks, according to Marvin T. Runyon, president, Nissan Motor Mfg. Corp., U. S. A. The Goodyear tires will be manufactured in Union City, Tenn. General has not yet announced where its tires for the Nissan trucks will be produced.

U. S. TRUCK REGISTRATIONS

NINE MONTHS, 1982 VS. 1981★

	9 mos., 1982	Percent Share of '82 market	9 mos., 1981	Percent Share of '81 market	'82-'81 Change, Pct. pt.
Chevrolet	554,094	31.20	496,943	29.83	+ 1.37
Ford	539,431	30.37	542,563	32.58	− 2.21
Dodge	166,176	9.36	125,119	7.51	+ 1.85
GMC	157,124	8.85	121,094	7.27	+ 1.58
Jeep	44,090	2.48	42,911	2.58	− 0.10
International	33,713	1.90	47,291	2.84	− 0.94
Mack	11,663	0.66	14,297	0.86	− 0.20
Plymouth*	7,891	0.44	11,790	0.71	− 0.27
Kenworth	5,404	0.30	7,897	0.47	− 0.17
Freightliner	5,200	0.29	6,569	0.39	− 0.10
Peterbilt	4,173	0.23	4,655	0.28	− 0.05
Mercedes-Benz	2,241	0.13	2,697	0.16	− 0.03
White	1,750	0.10	1,987	0.12	− 0.02
Volvo	482	0.03	1,263	0.08	− 0.05
Western Star	477	0.03	591	0.04	− 0.01
Autocar	458	0.03	865	0.05	− 0.02
Miscellaneous**	241,548	13.60	236,944	14.23	− 0.63
TOTALS	1,775,915	100.00	1,665,676	100.00	.....

★—No registrations for Oklahoma, 1982 and 1981.
*Plymouth trucks are Trail Duster, Voyager and Arrow.
**Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

U. S. HEAVY DUTY REGISTRATIONS

NINE MONTHS, 1982 VS. 1981★

	9 mos., 1982	Percent Share of '82 market	9 mos., 1981	Percent Share of '81 market	Pct. pt. Change, '82-'81
Ford	23,220	23.73	25,545	21.24	+ 2.49
International	21,540	22.02	30,811	25.62	− 3.60
GMC	17,033	17.41	16,380	13.62	+ 3.79
Mack	10,124	10.35	13,213	10.98	− 0.63
Chevrolet	6,048	6.18	8,063	6.70	− 0.52
Kenworth	5,404	5.52	7,897	6.57	− 1.05
Freightliner	5,200	5.32	6,569	5.46	− 0.14
Peterbilt	4,173	4.27	4,655	3.87	+ 0.40
White	1,750	1.79	1,987	1.65	+ 0.14
Mercedes-Benz	737	0.75	663	0.55	+ 0.20
Volvo	482	0.49	1,248	1.04	− 0.55
Western Star	477	0.49	591	0.49	.....
Autocar	458	0.47	865	0.72	− 0.25
Miscellaneous	1,183	1.21	1,794	1.49	− 0.28
TOTALS	97,829	100.00	120,276	100.00	.....

★—No registrations for Oklahoma, 1982 and 1981.